

DISTRIBUTION AND WAREHOUSING



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Lift Truck Standardization Would Eliminate Distribution Waste

*Warehousing Participates in National Conference Plan
to Simplify Material Handling Equipment*

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ELIMINATION of waste in distribution of commodities in general commerce through standardization and interchangeability of skids and lift truck equipment is being made the subject of special study by a committee appointed at a conference in Washington, on June 7, attended by representatives of the warehousing, shipping and transportation industries.

While the committee will give its attention to working out acceptable dimensions for skids and trucks for the present, this is only one feature of a number of subjects which will come before it eventually. Each phase in the cycle of distribution will be studied in turn with a view to working out standards methods of material handling which will result in savings to the warehouseman, shipper and carrier alike by expediting handling all along the line from the time the goods are placed in the manufacturer's shipping room until they reach the ultimate consumer.

At the beginning of the conference, which was attended by sixty-two representatives of the various users of skid and truck equipment, the system of distribution of commodities was divided into nine component parts as follows:

1. Getting the goods ready for packing.
2. Selection of the proper container.
3. Proper packing of goods in container.
4. Proper internal packing and bracing.

5. Placing the goods in shipment.
6. Replacing the goods in the warehouse.
7. Removal from the warehouse.
8. Placing the goods in the hands of the wholesaler or retailer.

9. Unpacking.

Sooner or later each of these phases of distribution will be studied with a view to simplification of methods and standardization of equipment. But the June 6 conference, held at the Department of Commerce, focused its attention on skids and lift truck equipment and resolutions adopted fixed this particular part of distribution as the starting point for all that is to follow.

The committee appointed to conduct the study is composed of the following:

Fred R. Long, president of the merchandise division of the American Warehouseman's Association; A. H. Campbell, general traffic manager, International Paper Co., New York City; J. A. Germonprez, Hupp Motor Co., Detroit; M. T. Hamaker, The Joseph Dick Manufacturing Co., Canton, Ohio; Robert A. Leshner, traffic engineer, Port of New York Authority; W. S. Morehead, American Railway Association; George B. Wright, Detroit & Cleveland Navigation Co., Detroit. *Ex officio* members, representing the Department of Commerce, are R. L. Lockwood, Division of Simplified Practice, Bureau of Standards, and Thomas E. Lyons, Transportation Division, Bureau of Foreign and Domestic Commerce.

Hoover Welcomes Group

SHORTLY after the meeting was called to order, Secretary of Commerce Herbert Hoover entered the room and was greeted with applause.

"I don't believe I can add anything to the technical knowledge of you gentlemen," the Secretary said in a brief address. He expressed his appreciation for "your coming together and undertaking a problem, the solution of which will be a benefit to all."

Dr. F. M. Surface, assistant director of the Bureau of Foreign and Domestic Commerce outlined the purpose of the meeting in a brief opening address. "The purpose," he said, "would be to consider the use and extension through cooperative effort of simplified methods of handling, moving, loading and unloading goods; to promote the development of interchangeability in the equipment required for handling goods; and to promote the establishment of such dimensional standards as may be necessary to secure interchangeability of equipment."

"American industry leads the world and delegations have come from foreign countries to discover, if possible, the economic tricks which have accomplished such results," Norman F. Titus, chief of the Transportation Division of the Department of Commerce, said in discussing the reduction of costs of physical distribution. "Every step in straight line production has been carefully studied but the field of distribution has been overlooked. There are just as many opportunities in the field of distribution as there were in the field of production. What we want is 'straight line' distribution."

Mr. Titus cited figures tending to show that the railroads had done their part in bringing down the cost of distribution and declared that it was now incumbent on shipper and consignee to do their part. Just as manufacturers employed engineers to work out systems for minimizing production costs the distribution industry should utilize engineering talent to reduce distribution costs. He then proceeded to explain each of the nine parts of the distribution cycle and discussed each at length.

Warehousing's Part

Values and savings to warehousemen through standardization and interchangeability of skids were discussed by A. Lane Cricher, assistant chief of the Transportation Division, Bureau of Foreign and Domestic Commerce.

"When we are attacking any such problems as one like this which concerns the elimination of waste in and the cutting of costs in distribution," Mr. Cricher said, "it is well to remember the words of William the Silent, some 350 years ago, when he remarked: 'It is not necessary to hope in order to undertake, nor to succeed in order to persevere.' So we can well undertake to solve one or two phases of the problem of distribution and it is worth while for us to persevere in this undertaking, for somewhere in the future a measure of success awaits us."

"The place of the warehouse industry in distribution to my mind is quite highly important. It has been estimated that possibly there is about six billion dollars invested in this industry throughout our country. For the purpose of attacking distribution costs via warehouses it might be well to divide the industry into two general classes: The warehouse at ports and those in the interior. Particularly would I suggest making this division, since distribution savings in each would be attacked from slightly different angles; yet in the general aspect they both have the same principles upon which the approach would be made.

"Probably the four outstanding points concerning the place of the merchandise warehouse in distribution may be summarized as follows:

"1. It equalizes production by steadily absorbing the manufacturers' output while eliminating heavy investment in reserve storage space.

"2. It reduces freight charges. Car lots are carried at a lower rate per hundred pounds than l.c.l. shipments, and the warehouse provides a center for breaking these carload shipments which is much nearer to the points of final distribution. Often the storage service can be paid for by the transportation charges saved.

"3. It saves time in transit, for car lots travel in through trains by direct routes.

"4. It eliminates the necessity of providing large storage space at the point of origin, especially for seasonal commodities on which provisional space would be idle investment during the greater part of the year.

"Our warehouses today are handling enormous tonnages and yet in a number of warehouses the same principles are used that were used five years ago and in a great number the same principles that were used many years ago. The importance of efficient handling of materials in distribution means as much to our warehouse industry as it does to our railroads or inland waterways and other transportation interests. The public also has a vital interest in warehouse distribution. A number of the Shippers' Regional Advisory Boards of the American Railway Association have warehouse committees; in fact, the warehouse industry is a vital and integral part of our transportation system. It is really the 'bank' for merchandise traveling from producer to consumer.

"Exclusive of cold storage warehouse and the exclusive cotton, tobacco, grain and furniture warehouses, on April 1 of this year, 1335 warehouses reported gross space of some 76,000,000 square feet to the Bureau of the Census of this Department. Of this space, some 24,000,000 square feet were either leased to tenants or used for purposes other than general merchandise storage warehouses. Of the remaining 52,000,000 square feet used for the storage of general merchandise traveling between producer and consumer, 37,000,000 square feet were filled with goods. During the month of March, 550,000 tons moved into

these 1335 warehouses and 170,000 tons were distributed via these warehouses, but did not go into storage. When we consider that approximately 550,000 tons moved out during the month of March, we readily see that these 1335 warehouses handled approximately between 1,250,000 and 1,300,000 tons of merchandise during March of this year.

"We here are talking particularly about the reduction of distribution costs by elimination waste in handling and handling methods. Suppose the average in and out rate for a storage warehouse was 6 cents, or 3 cents in and 3 cents out, or 60 cents per ton for every ton handled in and every ton handled out, and now consider along with this supposition the suggestion that has been made that the use of skids for handling a large percentage of commodities in distribution would eliminate two or three handlings of the goods.

"It is just possible that an enormous saving might be accomplished, but in this connection caution is necessary, especially with reference to the piling of goods and the space required for the use of the skids, where practicable.

"At any rate, the idea is worthwhile considering. I hope that other ideas than this one will come from this meeting in the interest of elimination of waste in distribution, so far as handling and handling methods are concerned.

"We have had an increase of some 40 per cent in railroad efficiency since 1922 based upon the ton miles per train hour. We have recently had legislative action for the stabilization of our merchant marine, and for the furtherance of inland waterway development. The warehouse industry has continually been endeavoring to 'set its house in order' through the adoption of standard forms and the adoption of standard contract terms and conditions for use on the backs of warehouse receipts. I am certain the warehouse will do its part in this undertaking."

Looking Ahead

A SURVEY of 23,000 users of skids and trucks disclosed that 90 per cent of electric trucks in use were of the 11-inch size and 60 per cent of hand trucks were of the 7-inch size. The survey was made by the Department of Commerce for the purpose of obtaining some idea of standards. The most popular size of skids appeared to be platforms which have an underclearance of 7 or 11 inches in height and 26 inches in width. Lengths varied considerably, the survey disclosed.

Warehousemen have given little thought to the problem of standardizing skids and lift truck equipment, James C. Brown, Baltimore, who was designated to represent the American Warehousemen's Association at the conference, said. The difficulty in using skids, he told the conference, arose because only a few kinds of commodities could be handled in that manner.

"The warehouseman," he said, "in handling wheat, for example, will find no practical use for skids, because he

does not know how much the customer will demand." The warehousing industry had an open mind on the subject, he said, and was intensely interested in the results of the conference.

Any saving of time and space in handling commodities naturally was of interest to the warehousing industry, Mr. Brown said, but there were many difficulties to be surmounted before the dream of standardized equipment will be realized.

The steering committee appointed at the conference will hold several meetings in the coming months with a view to drafting a tentative program for standardization. This program will be in shape for presentation at the general standardization conference which will be held this year and undoubtedly will be submitted to the warehouseman's convention next January.

Handling Costs Large

THE lack of progress in development of handling machinery was deplored by R. L. Lockwood, of the Division of Simplified Practice, in his talk on the interchangeability of equipment.

"With the intensive study of production methods during the past thirty years came enormous improvement in methods of handling in process of manufacture," he said. "The traveling crane, the belt, bucket, or roller conveyor, the hoist and trolley, the industrial truck, all had a part in reducing costs and speeding up production. Material handling in production processes still looms large. A recent estimate indicated that an average of 55 per cent of all manufacturing cost was the cost of handling material.

"During all this period of intensive development of better methods for handling bulk goods in process, relatively little attention has been paid to the cost of getting manufactured goods from the final machine or process into the hands of the consumer. A large proportion of the miscellaneous freight which comprises one-third of all shipments today is packed, handled and loaded in much the same way as it was fifty or seventy-five years ago, using the same kind of equipment that was used then."

While manufacturers had learned to use the skid and lift truck to advantage in their own plants and had learned the advantages of shipping products on skids, the use of skids had been restricted almost entirely to individual plants because of the lack of interchangeability of equipment, Mr. Lockwood said, adding:

"Railroads solved their part of this problem years ago, when standard gage was adopted. All locomotives are not alike, all cars are not alike; but any standard gage locomotive will handle any standard gage car.

"The situation today is that only a small proportion of the nine million skids in use can be handled by any given size of lift truck, but of 100,000 hand lift trucks in service, not over 20 per cent conform to any one standard or height or width.

"Power lift trucks, being a newer development, are more nearly standardized. About 90 per cent of the 8000 now in use conform to a certain height and width.

"The result is that the growth and expansion of skid shipment of hundreds of commodities are cramped and hindered by this diversity in size of equipment. More and more companies are shipping goods, or demanding shipment of them, on skids, in each case having to make individual arrangements regarding interchangeability. Savings shown by companies having several plants, with interchangeable equipment, range from 25 per cent to 90 per cent in those useless and wasteful items of handling, packing and loading, where every cent saved is clear gain. But for one company which by reason of size, or of multiplicity of plants, can take advantage of such savings, there are twenty which cannot do so but which could easily gain similar benefits if this relatively simple equipment were built to nationally recognized dimensional standards.

"During 1927 about 19,400,000 carloads of miscellaneous freight were handled, on which freight charges amounted to nearly two billion dollars. A considerable proportion of this vast bulk of freight is of a kind already handled on skids in and around individual plants. Direct costs of handling, loading and unloading these goods may be conservatively estimated at twice the amount of this freight bill. A saving of 10 per cent would lift a useless burden of \$400,000,000 a year from industry and commerce."

Varying Viewpoints

THE attitude of the railroads was presented by M. J. Gormley, chairman of the car service division of the American Railway Association, who warned against the possibility of lighter loading of cars because of skids.

"There is some fatality in standardization of equipment," Mr. Gormley said. "Don't go so far in the use of skids that you are likely to create a waste in the use of cars. The use of skids adds to expense of railroads because of lighter loading, in some cases failing to meet the carload minimum. If skids limit the amount of load in cars, then we are increasing waste," he added.

Mr. Gormley's remarks were refuted in part by J. V. Miller of the Chicago, Milwaukee, Pacific & St. Paul Railway, who said experience had demonstrated to him that loadings were increased where skids were used. He said he was thoroughly convinced that skids were practical but that dimensions must contemplate proper loading of cars.

J. A. Germonprez, Detroit, told of the work being done by the Hupp Motor Corporation in handling materials in its plant, explaining that the cost of un-

loading cars had been cut 50 per cent by the use of skids and lift trucks.

W. S. Morehead, Chicago, said the Illinois Central had saved \$70,000 in one year through the use of shipping boxes and trucks in stores. The speed in handling refuted argument that skids wasted space, he said.

The element of expense in shipping on skids was developed by B. H. Walter, Pittsburgh, who represented the American Sheet & Tinplate Co. He said his company could not afford to ship tinplate on skids which would cost \$15 apiece and 42 to a car.

George B. Wright, of the Detroit & Cleveland Navigation Co., said 40 per cent of freight handled by his line was being handled on skids.

"We handle as diversified a line of merchandise as any carrier," Mr. Wright said, "our shipments varying from a few ounces to several tons. We find that skids can be used in an efficient manner in handling all kinds of freight."

Money could be saved, he added, "if we could pack on units which could be out of plant, onto train, onto boat, onto plant and onto consumer's plant."

Action Taken

THE resolution stating the sense of the conference and requiring the appointment of a committee to study the problem was placed before the body by J. V. Miller, Milwaukee, who represented the Chicago, Milwaukee, Pacific & St. Paul. He incorporated into the memorial the suggestions offered by Mr. Lockwood of the Division of Simplified Practice, and others. The resolution as unanimously adopted is as follows:

"Whereas: Elimination of waste and reduction in the cost of distribution is highly desirable, and;

"Whereas: The Department of Commerce through the Bureau of Standards and the Bureau of Foreign and Domestic Commerce has called this conference at the suggestion of representative shippers and transportation agencies for the purpose of undertaking to reduce further the high cost of distributing and handling commodities in commerce;

"Resolved: That those here present endorse the general idea as a practical and worthwhile undertaking, and;

"Resolved further: That a committee should be appointed and the Department of Commerce be requested to cooperate with that committee in that undertaking;

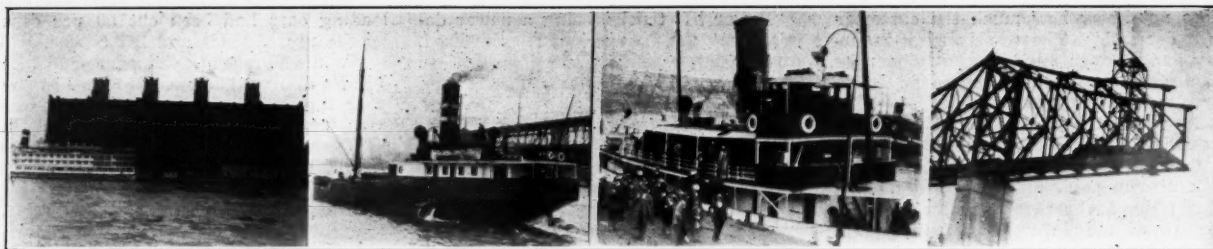
"Resolved further: That the members of this committee be empowered to appoint sub-committees to deal with the various phases of material handling methods, and;

"Resolved further: That the first effort in reducing the cost of handling commodities in distribution be toward bringing interchangeability of skid and lift truck equipment."

Following the adoption of the resolution the conference adjourned but a number of representatives remained in the conference chamber to discuss among themselves various questions of special concern to them which were suggested during the meeting.

(Concluded on page 54)

The business-seeking warehouseman tells his service story every year in the Warehouse Directory. He deserves your shipment in return.



Some views the Canadian delegates saw in Montreal harbor. Left, warehouse of Harbour Commissioners of Montreal. Right, part of the new bridge which will span the St. Lawrence River. Center, snapshots of vessel on which visitors toured the waterfront

Canada's National Association Speeds Its Wheels of Industrial Progress

*Ambitious Plans Made at Montreal Include Compilation of
Warehouse Statistics and Establishment of Return Loads
Bureau—Story of Tenth Annual Convention*

By KENT B. STILES

PROFITING by the experiences of their fellow warehousemen in the United States and emulating in various ways the examples set by the industry in the country to the south, the members of the Canadian Storage and Transfermen's Association, convened in Montreal on June 7, 8 and 9 for their tenth annual meeting, readjusted their organization's operating machinery and accelerated its pace by taking action along the following lines:

1. The by-laws and constitution were amended to provide for four divisions—(a) household goods storage and removals, (b) merchandise storage, (c) cartage, and (d) cold storage—with a vice-president over each. Inquiry will be made into the advisability of employing a full-time executive secretary with headquarters in Winnipeg.

2. The Dominion Government will be approached with a plan that it compile warehousing statistics along the line of those now being assembled monthly by the United States Department of Commerce. The association's secretarial staff was authorized to carry on this work meanwhile.

3. A special committee will consider establishing return loads bureaus, with proper rates specified, for inter-city removals by motor trucks in eastern Canada.

4. The members will be requested to give their reaction to a suggestion that "outside experts" be called in to establish centralized control in assessing charges for storage, handling and other services.

5. The association's executives were authorized to create

one or more committees to effect "close cooperation of association effort and promotion of interchange between branches of mutually useful information and constructive ideas."

Other important developments at the Montreal assembly were the announcement that Canada's warehouses are eliminating free insurance to storage customers; the election of sixteen active members, bring the roll up to seventy-three companies; a decision to look into a plan for prorating members' traveling expenses at future conventions; and the compilation of figures indicating that the warehouse business in the Dominion is a billion-dollar industry.

During their deliberations the Canadians solicited and received counsel from a number of storage executives attending from the States. One of these, Ralph J. Wood, Chicago, executive secretary of the National Furniture Warehousemen's Association, announced that plans were already under way for holding an international warehousing convention at the Chicago World's Fair in 1933, with Canadians, Americans and possibly British storage interests participating.

George E. Chadwick, secretary of the Manitoba Cartage & Warehouse Co., Ltd., Winnipeg, was elected president, succeeding C. F. Basil Tippet, Toronto, who had served two terms.

A story of the high lights at Montreal follows:

OPENING the convention, C. F. Basil Tippet, Toronto, retiring president, told of "a step forward" in Canadian warehousing—abandonment of the policy of offering free insurance to customers.

After Aug. 1, he announced, this would no longer be done in Montreal and was generally being discarded wherever previously done in the Dominion.

He outlined the plan for revised ma-

chinery for the association, including disbanding of the Central Canada Warehousemen's Club, an Ontario organization of which he has been the president for some time, announcing that all C. C.



George H. Chadwick, Winnipeg, new president of the Canadian Storage and Transfermen's Association

W. C. members not already allied with the national association in Canada were now joining. He pointed out that action of this character in Toronto, Montreal and other cities paved the way for developing the strength of the national body and that the associations in the cities would become branch units of the national.

Mr. Tippet looked forward to the time when the national association would have its executive secretary located somewhere in central Canada so that he would be in a position to travel and carry on more intensive work.

Alluding to business conditions, the president said that the merchandise branch experienced consistent and satisfactory volume but that the net return had been too low; occupancy during the previous month has been 80 to 85 per cent. Cartage was generally satisfactory except where railroad companies had caused the cartage men to suffer, he stated, while in the household goods branch conditions had been somewhat better, with a trend toward higher class service.

The merchandise men, Mr. Tippet declared, were getting unsatisfactory returns on their investments, and their greatest needs were "removal of an inferiority complex," realization of "our important position in the economic scheme of distribution," and education of the public to the benefits of warehouse service.

Mr. Tippet paid a tribute to the late Ralph J. O'Neil, Calgary member, former vice-president and director, who died during the year.

E. A. Quigley, Vancouver, reporting as secretary, announced that the present active membership, including those elected at the current convention, totaled 73, a net gain of 19. (The list of new members elected at Montreal are set down on page 49.) The associate membership is 66; thus for the first

The Dominion's New Regime

THE Canadian Storage & Transfermen's Association at its tenth annual convention, at Montreal in June, elected officers and directors as follows:

President, George H. Chadwick, secretary Manitoba Cartage & Warehousing Co., Ltd., Winnipeg.

Household goods vice-president, George H. McKeag, president Security Storage & Warehouse Co., Ltd., Winnipeg.

Merchandise vice-president, Alex Fleming, general agent Terminal Warehousing Co., Ltd., Montreal.

Cartage vice-president, Elmer Johnston, president Johnston Storage Co., Ltd., Vancouver.

Cold storage vice-president, Alexander Ferguson, Harbour Commissioners of Montreal.

Alberta directors, E. O. Wallace, manager Pacific Cartage Co., Ltd., Calgary, and R. V. MacCosham, president MacCosham Storage & Distributing Co., Ltd., Edmonton.

British Columbia directors, W. Dalton, secretary Vancouver Warehouses, Ltd., Vancouver, and Robert O. Lamb, accountant Peeves & Lamb Transfer Co., Victoria.

Manitoba directors, M. Feely, H. L. Perry Company, Ltd., Winnipeg, and C. G. McKeag, treasurer Union Storage & Transfer, Ltd., Winnipeg.

Ontario directors, T. Armstrong, manager Verrall Storage Co., Toronto, and C. F. Basil Tippet, president Howell Warehouses, Ltd., Toronto.

Quebec directors, J. E. Bedard, St. Lawrence Warehousing Co., Montreal, and John B. Baillargeon, president J. B. Baillargeon Express, Ltd., Montreal.

Saskatchewan directors, H. A. Knight, president Regina Cartage Co., Ltd., Regina, and George S. Peacock, secretary Regina Cold Storage & Forwarding Co., Ltd., Regina.

time, the secretary pointed out, the active exceeded the associate. Mr. Quigley cited the adoption of Tariff No. 9 of the Illinois Association of Warehousemen as one of the Canadians' outstanding accomplishments of the year.

A telegram of greeting was read from William I. Ford, Dallas, president of the National Furniture Warehousemen's Association.

Chester B. Carruth, Chicago, cost accountant and statistician of the merchandise division of the American Warehousemen's Association, addressed the convention of "Association Development." Declaring constructive cooperation to be not a theory but an economic necessity, a meeting of the minds, Mr. Carruth reviewed the American's work.



Alex Fleming, Montreal, vice-president, heading merchandise division, of Dominion's national trade organization

"An association to be really worth while to its members," he declared, "must be constantly active in some important endeavor."

Mr. Carruth alluded to the figures he is gathering on potential earnings of new terminal projects as compared with actual earnings of existing concerns, and stated that the figures as finally assembled would present a good picture of the industry and should enable bankers to pass intelligent judgment with regard to projected enterprises. He cited one instance of how figures already compiled had made it possible to forestall a cold storage project in Chicago through advice being given to bankers and engineers.

Mr. Carruth told also of the value of the occupancy and tonnage statistics which the United States Department of Commerce is compiling monthly, declaring that future trends, as shown by such information, would indicate whether expansion or caution was warranted by the industry.

Mr. Tippet said the Canadians must have "sufficient courage to carry out in our own association some of the things" being done by the A. W. A. "We should begin now," he urged.

Following discussion by Mr. Carruth, Alex Fleming, Montreal, Elmer Johnston, Vancouver, and others, of handling rates, the A. W. A.'s proposed specimen tariff, standardization of warehousemen's services throughout Canada, etc., a resolution was offered which, on the final day of the convention, was adopted as follows:

"Whereas, the delegates present at this annual meeting believe that the usefulness of the association to its members may be greatly enhanced by the creation of machinery which will establish close and continuous contacts between its constituent parts,

"Therefore, be it resolved, that the paper by C. B. Carruth on 'Association



Here are some of "Andy" Murray's snapshots taken at the Montreal convention—while the delegates were inspecting harbor and waterfront. Canadians and Americans intermingled—for it was an international assembly of storage executives and ladies

Development' be brought especially to the attention of the executives of the association, which is hereby instructed to establish such permanent committee or committees as it may deem necessary for the close cooperation of association effort and promotion of interchange between branches of mutually useful information and constructive ideas. That such committee or committees be instructed to study carefully the whole question of coordination and cooperation for the benefit of the whole membership and report monthly to the secretary."

C. A. Richardson, Toronto, talked on "How Can We Get Additional Profitable Business and Keep It?", in which he declared that warehousing sought business "more haphazardly than any other industry" and was apparently going through juvenile illnesses—"the mumps, lack of cooperation; chicken pox, rate adjustment, etc."—adding that "our industry won't come out of childhood as long as it sits back to wait for business to come to it."

There were three sources of new business, Mr. Richardson said—local, other parts of Canada, and the United States.

International Convention, Chicago, 1933

AT the Canadian convention Ralph J. Wood, Chicago, secretary of the National Furniture Warehousemen's Association, disclosed that a plan is under way to stage an international warehousing convention during the World's Fair in Chicago in 1933. The National, the American Warehousemen's Association and the Canadian Storage and Transfermen's Association would participate, Mr. Wood said, and the industry in Great Britain might send representatives.

C. F. Basil Tippet, Toronto, retiring president of the Dominion body, said: "It appeals to the imagination of each one of us here."

George H. Chadwick, Winnipeg, the Canadian organization's new president, indorsed the idea.

He stressed the value of developing customers' good will, adding that "we must keep before us the possibilities of our industry in order to reap the rewards."

W. Dalton, Vancouver, discussed "Terms and Conditions," pointing out how those prevailing in Montreal would not apply on the Pacific Coast, owing to conditions being different.

"Centralized Control"

AT the sessions of the merchandise branch Elmer Johnston, Vancouver, presided. J. E. Bedard, Montreal, read a paper on "Local Cooperation," in which he urged fair competition between warehousemen as well as fairness to patrons. He said he had never considered "a gentlemen's agreement" in warehousing as "a business agreement," and that "the only right way to maintain efficient cooperation among members of a group or local branch would be to put the control of the proper application of rates in the hands of experienced, competent experts." He added:

"I know one firm of experts who are now operating more than 156 organizations in Canada and, mind you, fellow-warehousemen, all members of these or-

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Spotting Stocks for New England

By H. A. HARING

A PROMINENT hardware jobber of St. Louis, after spending three weeks in New England during 1926, made these remarks:

"The New England manufacturers don't know the United States and they are letting local manufacturers everywhere steal away their markets, but the same is true of the rest of us when we try to sell New England. Every time I go there I come home with the feeling that we fall down when we try to cover those six States. Its the bee hive of the nation. Its consuming power is enormous. But we outsiders never get our share of their buying. . . .

"The reason? That's just where we fall down. Our 24-hour deliveries, that are winners in the West, are twenty hours too slow for New England! Down there they expect the goods to come 'this morning' and, if one jobber can't do the trick, they give their orders to another who can."

A man who recently made a first-hand study of New England for the Standard Oil Co. thus voices his impressions:

"You never get away from the towns. They're so thick that the outlying factories of one touch the corporate limits of the next. There's no country in between. I have learned more about America's industrial life, and learned it more quickly here than anywhere else. No one outside the circle of the jewelry trade can realize the immense importance of little Rhode Island for its manufactures: they don't produce carload shipments for the railroads but they create millions and millions of

wealth for Little Rhody. Those millions mean huge spending power for everything under the sun including gasoline."

New England is, in fact, this country's most important industrial center.

For ten years, possibly fifteen, it has been currently told that "New England is slipping." It is and it has been. Statistics indicate that New England has not maintained the same ratio of increases in population and output as other parts of the country; it has been hard hit by the fashion for silk and abbreviated garments; its cotton and woolen industries have been, furthermore, badly punished in the competition of the Piedmont and other Southern regions where costs seem to be less; it has suffered, undoubtedly, from absentee ownership and trust funds, both of which are content with a 3 per cent return and have lost interest in pioneering.

Let not the so-called "slipping" of New England, however, for one moment becloud the great fact that New England has always been, and today still is, the country's most important industrial center.

Its people are engaged in skilled occupations, earning wages that are unusually high. Employment is steady, with the exception of a few industries. The handicraft skill of one worker has been passed down for generations from father to son. Here, in almost every little town, is a factory whose product is known by trade name and used as a matter of course, not only throughout America but all over the civilized world.

The New England Market

ON the map, New England appears as a small part of the vast United States. Although it is, politically, divided into six States, its total area is only two per cent of the country. Its population represents eight per cent and its production twelve per cent. In other words, instead of looking at New England as we see it on the map, we should see New England in its true proportions as a consuming market.

This tiny two per cent of our area contains 10 of the 68 cities of 100,000 population. Of cities with 25,000 popu-

lation the census gives 287, of which number 46 are within New England. In its study of the all-American markets, the "100,000 Group of American Cities" assigns to New England 12 of the 96 primary marketing centers.

These dense populations, furthermore, are crowded into the southern half of New England—really into the three States of Massachusetts, Rhode Island and Connecticut, which comprise less than one-half the area of New England. Yet New England, taken as a whole, is the only section of the United States that is unable to feed itself. More than

85 per cent of its foodstuffs are produced outside its borders.

Because of its isolation (in transportation distances) from the sources of food, New England without cold storage warehouses would starve with every railroad tieup. It is more dependent on cold storage than any other part of the nation. No other section raises so little of its food supply, or is so dependent on remote sources for so much. A large stock of food in storage is an absolute necessity to this community as an insurance against climatic and other interruptions to traffic. In the autumn of

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1919, for example, at the time of the threatened railroad strike, and again three years later during the coal strike, the only protection of the people was in the large stocks of food in cold and dry storage, available for distribution.

New England has no local fuel, other than wood. It possesses no iron ore, no copper, no merchantable lumber of consequence. It raises none of the great staple crops of raw material. All these things New England must buy elsewhere, whether for preserving the lives of the people or supplying the needs of the factories.

With all this dependence on others, New England enjoys high wages, a high ratio of personal incomes. The people live in urban conditions, not in rural situations—with all that follows city living in demands and spending habits. The whole section is, moreover, so situated that its weather is severe. The winters are long. New England, therefore, consumes fuel at a high *per capita* rate. Similar high consumption applies to electricity, heating equipment, building materials and especially those that protect against cold, wearing apparel of the same sort, and food of high calories.

Trading Areas

NEW ENGLAND divides itself naturally into twelve trading areas, of which two center about New York City and Albany, both outside New England. These two cities control the sections immediately surrounding themselves, with, of course, the New York City area tending to reach out over all New England for many commodities.

The ten "New England trading areas"—those wholly within its borders—are of different sizes. It is upon this point that the ordinary manufacturer from a distance misses the market, for, in New England, good transportation has always been the rule and trading areas are much restricted as seen on the map.

The trading areas of New England are determined by transportation facilities, by the ease of communication. As nowhere else in this country, "a three hours' journey is a long trip." New England business men can not think in terms of "24-hour deliveries." Their trading areas are bounded by hours, not miles, with two hours as about the normal time for a person to travel and four or five hours for goods to move.

The ten trading areas, within New England, are dominated by ten cities, each with its interlaced network of railroads, trolleys and paved highways. The criss-cross and the interchange points of transportation outnumber anything to be found anywhere else in this country.

Boston, of course, leads as a trading area, it being, in fact, the fourth marketing center of the whole United States.

Boston's metropolitan area contains half of New England's population and does more than half of the total business. Following Boston, the others of the ten trading areas center about:

Springfield	Portland
Providence	Bridgeport
Worcester	Bangor
New Haven	Pittsfield
Hartford	

Unless the reader is intimately informed he will not appreciate how closely these cities lie to each other. Bridgeport is only 55 miles from New York, New Haven 17 miles beyond Bridgeport, Hartford 37 miles beyond New Haven, Springfield 25 miles beyond Hartford. From Springfield to Pittsfield is only 52 miles, and, looking further west, another 50 miles brings one to Albany, with its aggressive wholesalers. Going eastward from Springfield it is 54 miles to Worcester, and only 44 more miles into Boston. From Boston to Providence is another 44 miles; while, looking into Maine (which sounds far from Boston, with a portion of New Hampshire intervening) Boston to Portland is 108 miles, and from Portland to Bangor 135 miles.

Said the director of sales of one of the automobile makers:

"It's easy to guess wrong in New England. The short distances fool a fellow. Fifty miles between distributors isn't anything—hardly an hour to drive. But in New England, half of fifty miles means a new market, and there are 78 cities in these six States where we ought to have wholesalers. One-tenth of the automobile jobbing centers of this whole country are in New England!"

Listen, however, to the next thing this same manager has to offer:

"I defy any man to do a good coverage in New England from a map. No matter how big a map he buys, there isn't room to print the names of the towns, and he just waves his hand and sticks a Branch into Boston and thinks he's in the New England market. The map'll never tell the secret of selling New England: only experience will do it. A dealer in Woonsocket would no more order goods from Boston than a Lansing one would in San Francisco! And the reason's the same for both. Boston isn't the natural market for Woonsocket even if it less than fifty miles away!"

Multiple Spot Stocks

THROUGHOUT New England, distribution is measured in hours.

A man can live a business life of forty years anywhere east of the Mississippi River without ever hearing "freight rates" discussed. But let him take one business trip into the trans-Mississippi markets, even if he stays but a single day, and he will hear "freight rates" once an hour. The reason lies in the fact

that, as one goes west and south, freight rates become a highly important factor in prices, whereas in the East the differences in rates amount to so little in dollars that men hardly discuss them. Traffic managers fight for fractional cents but executives never bother about freights.

So, to some extent is it in New England. Transportation facilities (rail, trolley and highway) have always been so good that a dealer expects to be supplied within half a day.

It has always been the New England ideal to enjoy perfect distribution. Up in Vermont, close to a century ago, a man named Dean Richmond became dissatisfied with the mode of travel which then prevailed. He believed there could be a better way than rumbling ponderously up hill and down in the old stage coach rolling on its leathers. Out of his cogitations came the New York Central Railroad, founded by Dean Richmond, whose first rails followed assiduously the old crooked Indian trails.

In the same State lived Alvin Adams, who "knew there must be a better way than freight by which to transport packages,"—and the Adams Express Company is the living illustration of his "better way."

New England merchants have no patience with a salesman who cannot promise immediate delivery. The manager of a chain in Springfield one day made this statement:

"Manufacturers send men here in droves for our business. They come every morning on the Century from all the West.

"I have a very quick way of measuring my man. If his company offers the facilities of one spot stock in our territory, I know they are new to Massachusetts; but if he gives me a list of twelve stocks, I know he's here to talk business. Such a salesman doesn't have to cool his heels outside my door."

The map cannot tell the story of New England's peculiar transportation complex. All of its commerce "has an intricate and retail character," as Professor Ripley states it. Its highly specialized manufacturing centers have created a demand for free and easy communication in every direction. There is no shipment of staple commodities over long distances east and west or north and south but there is a convenient and efficient articulation of the manufacturing centers. Prompt shipment of shoe machinery from Beverly to Brockton is demanded, or of hardware from Worcester to Lynn, and if the distant manufacturer expects to share the business of Brockton or Lynn he is obliged to stock shoe machinery at Beverly and hardware at Worcester. Stocks at Boston will not avail.

Public Warehousing and Economic Distribution

Freight Rates

IN the matter of freight rates, New England reminds one of Texas.

By agreement among the carriers, sanctioned of course by the many commissions, all New England is covered by a "blanket freight rate."

For outbound shipments, all points in New England have the same freight rate to the West (beyond Cleveland) and to the South. This blanket rate is the same as the rate from New York. Thus a maker of candy (or any other commodity) in the farthest village of Maine or Vermont can ship for identically the same rate as a manufacturer in New York City or any place in all New England.

This equality of rates has done for New England exactly what the proponents of the Texas common rate system hoped to achieve for that State. It has put all cities and all towns on a parity. It has encouraged decentralization of manufacturing. As a result of this freight rate basis, one finds large manufacturing establishments in out-of-the-way nooks in New England. No city has enjoyed "favorable rates," no rate-breaking points have made it impossible for a factory to live outside a given zone, and no city has been able to compel factories to move "within the established switching limits."

Similar rates on inbound traffic from the West and the South are in effect, the whole of New England being blanketed by a common inbound rate, which again is based on the rates into New York City. For inbound traffic, however, the blanketed rate is a differential above the New York rates, ranging from two to seven cents. This differential is:

For 1 class freight,	7	cents per 100 pounds
2	7	
3	6	
4	5	
5	4	
6	3	
	2	

it being also 2 cents for all commodities that move under "commodity tariffs."

All points in New England, accordingly, can obtain food and raw materials, fuel and building materials, under equal conditions so far as freight rates are concerned.

Spot Stock Control

THESE blanket rates have exerted a tremendous effect on spot stocks for New England.

Throughout the balance of the country a small city "bases" its freight rate on a given percentage of the New York-Chicago rates, or its freight carries a given rate to some nearby city plus a "local" rate from that city to destination. Inasmuch as the outlying point has a higher freight rate, no matter how the goods move, it is no punishment to have spot stocks in the larger city.

The arrested transportation does not add to what the freight would have been if the goods had moved directly from factory to dealer.

In New England such is not the case. For that region, freight from the West and the South carries the same rate to all points, large and small. This is accomplished by the blanketing of New England for rate-making. It therefore results that if goods are stocked in a city and then reshipped, in distribution, for any distance (or with anything higher than a nominal charge), the purchaser bears more freight burden than he ought. To "stand the local freight" for twenty-five miles is agreeable, but the moment that fifty miles becomes the measure a "howl" is heard.

Since the development of motor trucking, this condition has, if anything, been accentuated. Established truck lines cover New England like spiders' webs. An examination of the schedules of forty of these companies shows that the normal route is less than fifty miles; the average is, as a matter of fact, thirty-one miles. Each does an intensive drayage business for a restricted territory, with longer hauls only for special trips or for delivery of occasional loads, these loads usually being heavy machinery.

Each community in New England has been educated—and the blanket freight rate has been the agency for that education—to expect spot stocks close at hand; certainly no farther away than the terminus of the established trucking lines. In any other part of the country Springfield would have had higher freight rates, coming from the West and the South, than Pittsfield; Worcester, again, would have paid more than Springfield; Boston more than Worcester; Portland more than Boston; Bangor more than Portland; and so on. To truck, therefore, from Pittsfield to a point east of Springfield (except under the New England blanket rates) would have cost more for trucking than to truck from Springfield but there would have been the saving of the Pittsfield-Springfield freight; but in New England such is not the case. In New England the additional fifty-two miles of trucking is a total loss because there is no saving possible in the freight to offset that fifty-two-mile haul.

Similarly, it works out for all New England, and, as haulage distances increase (as in Vermont, New Hampshire and interior Maine), the value of a spot stock becomes almost nothing unless it stands within fifty miles. In the dense industrial belt of southern New England (Massachusetts, Rhode Island and Connecticut) to truck fifty miles arouses "claims for allowances"; for, amid those cities in "the workshop of the nation," twenty or twenty-five miles is the ordinary distance to a spot stock.

It is only natural that New England early developed in public warehousing. The warehousing industry there finds its highest perfection as a link of distribution, with far less of pool car distribution for reshipment by rail than other parts of the country, but with far more of distribution by truck and much more of spot stock turnover. In New England originated, too, the whole system of warehouse cost accounting. There, also, are to be found some of the finest developments of manufacturers' representation, with warehousemen performing almost every function of the wholesaler except that of booking the order.

All this has grown from one cause: the blanketing of freight rates, which made necessary multiple spot stocks.

Stoppage-in-transit, with protection of the through freight rate, is not highly important in New England. Steel is fabricated, under such rates, at several points, and Worcester has extensive steel mills. Little flour is manufactured within New England but wherever mills are found the milling-in-transit prevails, of course. But the great concentration points—grain, cotton, wool, hemp, peanuts, and a score more—lie outside New England, closer to the producing regions for these raw materials. Concentration, and grading for the market, are naturally done before rail haul, not after. Therefore, in New England, stoppage-in-transit rates are seldom in effect.

For export, particularly at Boston and Portland, concentration occurs; but that is in relation to export trade rather than domestic.

New England Ports

NEW ENGLAND has ports almost without number. (Maine alone claims a hundred, not all of which are, of course, commercial). Of commercial importance are, however, Portland, Boston, Fall River, New London, New Haven. For fuel (coal and oil), for lumber, for raw cotton, for naval stores, for fertilizer and for other raw materials, ocean-going vessels enter probably twenty additional ports of New England, with most of their cargo coming, in coastwise movement, from other American ports.

All New England, moreover, enjoys regular "packet boat" service, for miscellaneous freight in small lots. These routes radiate out from Boston and from New York, as well as covering several inter-New England groups of ports. As everywhere, water-borne rates are lower than rail rates, and we have, accordingly, spot stocks and public warehouse developments built up around the ports. Some commodities (cotton, coal, fuel oil, fish, crude rubber, wool, sponges, lumber, veneers, dyes, etc.) find their only spot stocks at the port cities.

(Concluded on page 29)

Warehouses Were 69.8% Occupied in April, Against 69.9% in March

Department of Commerce Statistics Show Slight Loss for Fourth Month. Stocks Dropped 59,141 Tons but Larger Percentage Went Into Storage

By KENT B. STILES

DEPARTMENT of Commerce figures issued June 12 covering April occupancy of public merchandise warehouses show a slight falling off as compared with revised statistics for March. At the end of April 36,929,000 out of 52,930,000 occupiable square feet in 1321 warehouses were filled, or 69.8 per cent, as against 37,639,000 out of 53,812,000, or 69.9 per cent, in 1328 storage plants at the close of March. This is a decrease of one-tenth of 1 per cent, with seven more buildings reported in the April picture.

During April 680,341 tons of goods arrived at the 1321 warehouses, as compared with 739,482 tons at seven more plants in March—or a decrease of 59,141 tons. However, in April 77.3 per cent of the arriving tonnage went into storage, or 525,965 tons, as compared with only 70 per cent, or 567,849 tons, in March. In other words, the total volume of tonnage fell off in April, but a larger relative proportion of what did arrive went into the warehouses than went into them in March. Expressing it another way, deliveries on arrival—goods received but not entering storage—were proportionately smaller in April than in March.

The Government's tables for the two months are published herewith, the one for March being revised as compared with March table published in the June issue of *Distribution and Warehousing*. The totals in both the accompanying tables are subject to change as additional reports are received at Washington.

Considering the figures for the four months following the Department of Commerce's inauguration of this service, the following comparisons are available: Space occupancy: Jan. 1—67.6 per cent; Feb. 29—68.7 per cent; March 31—69.9 per cent; April—69.8 per cent.

Goods received and entering storage plus goods received and delivered on arrival: January—511,863 tons; February—602,004 tons; March—739,482 tons; April—680,341 tons.

Occupancy Percentages

CONSIDERING the occupancy totals as set down in the January and February tables, previously published, and the accompanying March and April tables, the following percentage com-

parisons are interesting to study as indicating trends in the nine divisions into which the country is divided:

	Floor Space Used for Public Warehousing			
	April	March	Feb.	Jan.
Middle Atlantic...	78.3	77.3	70.2	65.7
E. No. Central...	75.9	75.3	75.3	75.4
Mountain...	74.1	76.1	75	73.7
W. No. Central...	72.9	75.4	64.6	64.7
E. So. Central...	70.4	68.8	79.3	74.8
Pacific...	69.4	69.4	67.9	66.2
South Atlantic...	62.5	64.9	78.4	64.7
W. So. Central...	55.4	54.6	64.6	64.7
New England...	46.4	47.7	49	51.4
Entire country...	69.8	69.9	68.7	67.6

Comparing occupancy at the close of the fourth month with that at the close of the first month, it is shown that the Middle Atlantic (New York, New Jersey and Pennsylvania), East North Central (Ohio, Indiana, Illinois, Michigan and Wisconsin), Mountain (Idaho, Wyoming, Montana, Utah, Nevada, Arizona, New Mexico and Colorado), West North Central (Minnesota, Iowa, Missouri, the Dakotas, Nebraska and Kansas), and Pacific (Washington, Oregon and Cali-

Public—Merchandise Warehousing March, 1928

Division and State	No. of Whses.	Floor Space (in Thous. Sq. Ft.) End of Month					Tonnage	
		Total	Not Used for Public Warehousing	Used for Public Warehousing		Received During Month	Delivered on Arrival	
				Total	Vacant			Occupied
NEW ENGLAND:								
Me., N. H., & Vt.	8	77	18	59	33	26	67	474
Massachusetts	32	3,665	647	3,018	1,636	1,382	13,632	1,640
Conn. & R. I.	15	1,380	498	882	391	491	3,848	3,222
MIDDLE ATLANTIC:								
New York	331	13,621	3,589	10,032	2,340	7,692	126,813	33,636
New Jersey	45	4,483	784	3,701	690	3,011	53,567	5,967
Pennsylvania	36	2,962	1,378	1,584	441	1,143	18,598	3,137
E. NORTH CEN.:								
Ohio	45	3,577	1,150	2,427	635	1,792	29,550	9,210
Indiana	30	1,113	380	733	179	554	6,937	2,312
Illinois	61	7,904	4,180	3,724	933	2,791	57,344	10,192
Michigan	66	3,534	995	2,539	665	1,874	16,889	3,662
Wisconsin	39	1,023	216	807	111	696	9,956	3,399
W. NORTH CEN.:								
Minnesota	35	3,607	1,786	1,821	449	1,372	19,847	6,489
Iowa	24	938	272	666	146	520	6,382	3,608
Missouri	22	1,735	294	1,441	361	1,080	9,115	2,326
N. Dak. & S. Dak.	11	275	69	206	51	155	1,186	2,271
Nebraska	26	1,093	356	737	201	536	6,215	4,862
Kansas	24	520	188	332	70	262	4,240	1,702
SO. ATLANTIC:								
Del., Md., & D. C.	44	3,504	673	2,831	1,098	1,733	47,784	13,570
Va. & W. Va.	34	1,730	563	1,167	353	814	9,718	2,194
N. Car. & S. Car.	14	960	566	394	144	250	2,376	917
Ga. & Florida	36	2,352	1,496	856	245	611	6,710	3,409
E. SOUTH CEN.:								
Ky. & Tenn.	17	804	194	610	203	407	7,219	2,088
Ala. & Miss.	11	393	259	134	29	105	1,196	964
W. SOUTH CEN.:								
Ark., La. & Okla.	24	1,694	247	1,447	613	834	13,675	3,842
Texas	71	5,150	1,034	4,116	1,913	2,203	25,854	10,351
MOUNTAIN:								
Idaho, Wyo., Mont. ...	8	109	21	88	25	63	665	642
Utah & Nev.	10	402	125	277	70	207	4,091	282
Ariz. & N. Mex.	6	207	78	129	25	104	569	999
Colorado	29	793	282	511	120	391	2,752	4,543
PACIFIC:								
Washington	31	2,691	1,664	1,027	459	568	5,621	2,933
Oregon	14	757	133	624	188	436	17,361	17,156
California	129	6,349	1,457	4,892	1,352	3,540	38,072	9,634
Total for United States..	1,328	79,404	25,592	53,812	16,169	37,639	567,849	171,633

Every warehouseman receiving the monthly questionnaires from the Department of Commerce owes it to himself and his industry to send in replies promptly.

fornia) divisions all have shown increases, while the occupancy for the country as a whole increased also. The most consistent increase was in the division containing New York, New Jersey and Pennsylvania.

Occupancy decreases—still comparing the end of April with the end of January—are shown for the other four divisions—East South Central (Kentucky, Tennessee, Alabama and Mississippi), South Atlantic (Delaware, Maryland, District of Columbia, the Virginias, the Carolinas, Georgia and Florida), West South Central (Arkansas, Louisiana, Oklahoma and Texas), and New Eng-

land (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut). The occupancy falling off in the New England territory has been consistent month by month.

Tonnage Percentages

TURNING now to the tonnage, the following comparisons are available:

Tonnage Which Went into Storage of Total Volume Received

	April	March	Feb.	Jan.
E. No. Central....	85.4	80.7	87.8	87.4
Middle Atlantic ..	79.1	82.3	94.3	90.6
South Atlantic	78.9	76.8	78.5	81
E. So. Central.....	77.3	73.4	78.6	79.9
W. So. Central.....	74.7	73.6	72.5	75.4
New England.....	74.2	76.7	75.5	77.6
W. No. Central....	72.1	68.8	70.4	78.1
Pacific	66.6	67.7	84.2	80.6
Mountain	50.9	55.5	60	60.2
Entire country ...	77.3	70	83.6	82.5

These comparisons indicate that a relatively smaller proportion of the goods which arrived at the warehouses in April went into storage than the per-

centage that entered occupiable space in January. In other words, April deliveries on arrival were relatively higher than January deliveries on arrival.

This situation is true in every one of the nine divisions, and accordingly, of course, for the country as a whole.

Tonnage Totals

AND here are some further interesting comparisons:

Volume, in Tons, Placed in Storage Plus That Delivered on Arrival				
	April	March	Feb.	Jan.
Mid. At. ...	205,667	198,978	143,367	91,586
E. N. C. ...	149,924	120,676	157,348	126,873
So. A.	83,831	66,588	91,609	87,846
Pac.	82,049	61,054	57,893	52,155
W. N. C. ...	65,667	46,985	57,134	56,092
W. S. C. ...	48,602	39,529	45,130	51,711
N. E.	20,910	17,547	20,708	18,592
Mtn.	12,043	8,077	12,870	11,950
E. S. C. ...	11,648	8,415	15,945	14,948
Ent. C.	680,341	567,849	602,004	511,863

These figures show that the total volume arriving at warehouses in April increased about 7½ per cent over the aggregate in January.

The Middle Atlantic, East North Central, Pacific, West North Central, New England and Mountain divisions shared in this increased tonnage. Decreases are indicated for the South Atlantic, West South Central and East South Central sections.

Illinois Furniture Association Elects Iredale President

THE Illinois Furniture Warehousemen's Association held its annual meeting in Chicago on June 18 and elected officers and directors as follows:

President, Earl C. Iredale, president Iredale Fireproof Warehouses, Evanston, Highland Park and Winnetka.

Vice-president, W. Conklin.

Secretary, James M. McAuliff, secretary David Fireproof Storage Warehouse, Chicago.

Treasurer, W. H. Collin, secretary Empire Warehouses, Inc., Chicago.

Directors, the foregoing and Ralph J. Wood, president Lincoln Warehouse & Van Co., Chicago; A. H. Hollander, president Hollander Fireproof Warehouses, Chicago; S. S. David, vice-president David Fireproof Storage Warehouses, Chicago, and Walter P. Thiebault, vice-president Hebard Storage Warehouses, Chicago.

Mr. Wood reported at the meeting that a check-up of approximately 1100 real estate operators had disclosed that 20,000 leases had been made within the past few months with expiration dates other than April 30. This is better progress than had been anticipated by the warehousemen in their effort to get away from the May 1 peak moving rush.

The establishing of a mutual bonding company was discussed but definite action was deferred when it was found that there was not time to put such a company into operation between now and the expiration of the present bond period.

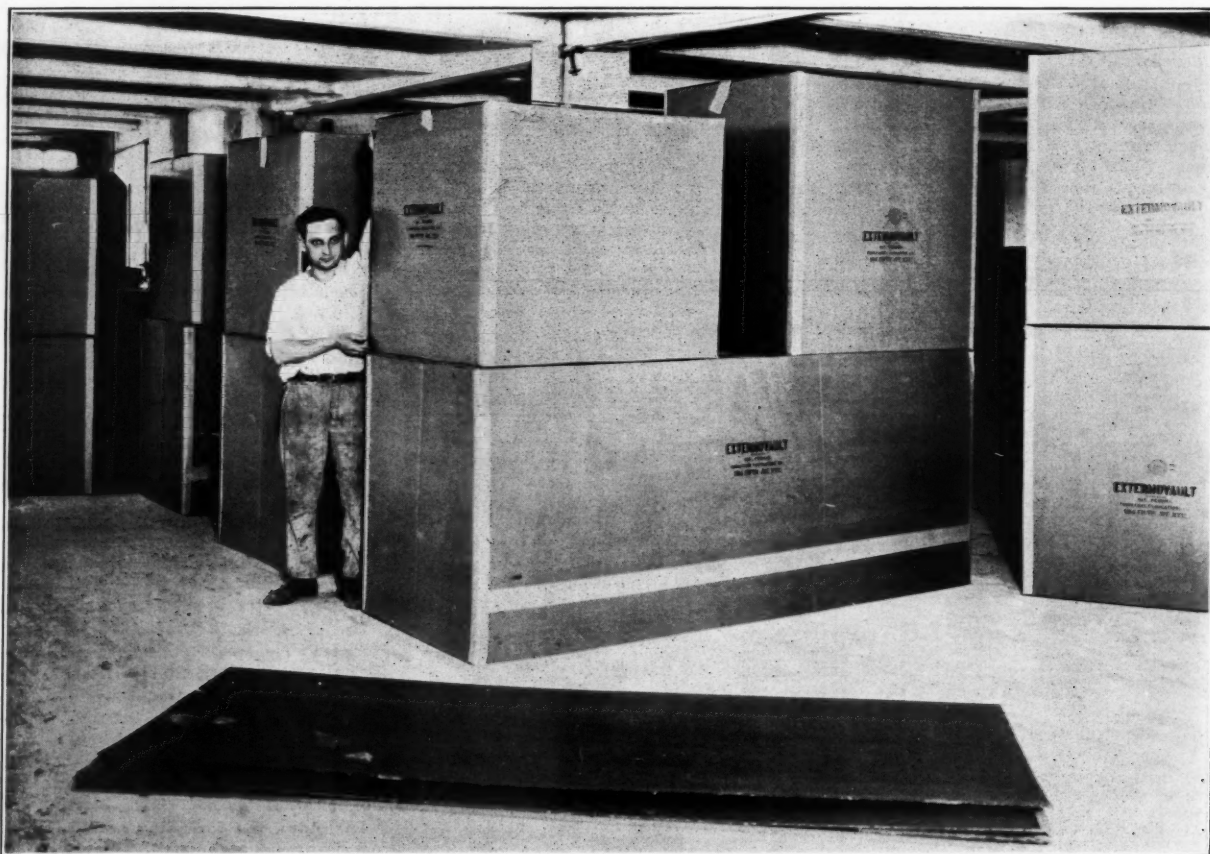
—W. D. Leet.

Public—Merchandise Warehousing April, 1928

Division and State	No. of Whses.	Floor Space (in Thous. Sq. Ft.) End of Month					Tonnage	
		Total	Not Used for Public Warehousing	Used for Public Warehousing		Received During Month	Delivered on Arrival	
				Total	Vacant			Occupied
NEW ENGLAND:								
Me., N. H. & Vt.	8	77	18	59	33	26	67	474
Massachusetts	32	3,665	660	3,005	1,659	1,346	12,548	1,825
Conn. & R. I.	15	1,380	487	893	427	466	2,885	3,111
MIDDLE ATLANTIC:								
New York	331	13,615	3,587	10,028	2,226	7,802	102,227	31,428
New Jersey	45	4,484	785	3,699	635	3,064	45,088	7,763
Pennsylvania	36	2,962	1,307	1,655	470	1,185	15,454	3,707
E. NORTH CEN.:								
Ohio	43	2,915	1,145	1,770	533	1,237	33,526	5,476
Indiana	30	1,113	380	733	185	548	6,408	2,150
Illinois	58	7,922	4,136	3,786	871	2,915	57,188	8,131
Michigan	64	3,505	1,021	2,484	615	1,869	21,375	3,131
Wisconsin	38	983	216	767	91	676	9,581	2,958
W. NORTH CEN.:								
Minnesota	36	3,623	1,867	1,756	495	1,261	19,235	6,700
Iowa	24	938	272	666	161	505	4,905	3,185
Missouri	22	1,712	295	1,417	373	1,044	7,818	1,794
N. Dak. & S. Dak. ...	10	275	84	191	57	134	1,458	2,268
Nebraska	26	1,093	356	737	212	525	6,125	2,536
Kansas	24	515	213	302	78	224	7,836	1,807
SO. ATLANTIC:								
Del., Md. & D. C.	44	3,462	674	2,788	1,232	1,556	43,819	10,878
Va. & W. Va.	34	1,719	555	1,164	324	840	12,124	1,934
N. Car. & S. Car.	14	961	566	395	145	250	2,693	624
Ga. & Florida	35	2,328	1,492	836	243	593	7,508	4,251
E. SOUTH CEN.:								
Ky. & Tenn.	18	797	182	615	195	420	7,941	1,670
Ala. & Miss.	11	393	259	134	27	107	1,063	974
W. SOUTH CEN.:								
Ark., La., Okla.	26	1,703	275	1,428	614	814	14,672	2,307
Texas	70	5,146	1,086	4,060	1,835	2,225	21,629	9,994
MOUNTAIN:								
Idaho, Wyo., Mont. ...	8	113	21	92	25	67	658	453
Utah & Nev.	9	384	124	260	75	185	2,706	248
Ariz. & N. Mex.	6	207	78	129	25	104	356	809
Colorado	29	816	286	530	137	393	2,414	4,399
PACIFIC:								
Washington	32	2,691	1,663	1,028	463	565	6,703	2,606
Oregon	14	757	133	624	174	450	9,731	17,811
California	129	6,389	1,490	4,899	1,366	3,533	38,224	6,974
Total for United States..	1,321	78,643	25,713	52,930	16,001	36,929	525,965	154,376
Supplementary Data for Cities*								
City								
Oakland	12	442	122	320	86	234	3,918	2,042
Minneapolis	24	2,146	1,081	1,065	297	768	14,069	4,848
St. Paul	8	1,159	562	597	160	437	3,639	1,666
Trenton	6	175	54	121	50	71	856	88
Albany	7	300	1	299	60	229	1,860	232
Norfolk	11	851	416	435	226	209	7,250	422

*Data for cities shown only if all warehouses report.

Extermovault, Portable and Gas-Tight, New in Furniture Fumigation



Showing arrangement, in a warehouse, of Extermovaults for storage and protection of upholstered furniture. The largest-sized chamber is 36 by 40 by 96 inches, for a davenport. The unit 36 by 40 by 44 inches is for a high-back chair. The vault 36 by 36 by 40 inches is for a low-back chair. In foreground, a chamber folded flat

IN the presence of a number of representative New York warehousemen and of Dr. E. A. Back of the United States Department of Agriculture, a Government entomologist whose experiments and findings with relation to moth control in household goods depositories are familiar to public storage executives, a new invention, called the Extermovault—a portable gas-tight chamber for fumigation of individual pieces of upholstered furniture—was put to a test on June 8 and 9 at the plant of the Lincoln Warehouse Corporation, New York.

Walter C. Reid, vice-president and general manager of the Lincoln company and recognized as one of the deans of the industry, subsequently wrote to D. H. Callaway, inventor of the Extermo-

vault, that the chamber had impressed him as being "practical for protecting overstuffed furniture in storage" and that the service offered by Mr. Callaway and his associates through a fumigation box of this character "will appeal to the discriminating warehouse patrons requiring a moth destroying service."

In view of these opinions expressed by a warehouseman of Mr. Reid's outstanding reputation, and because of the fact that a number of New York household goods storage executives have already placed orders for Extermovault units after having tried them out, the industry will be interested in knowing something about Mr. Callaway's development.

Extermovaults, according to Mr. Callaway, constitute a dependable means of

storing certain household effects in a manner whereby risks of injury caused by moths, dust, water, crushing and other possible hazards are greatly reduced if not entirely eliminated. Primarily intended for safeguarding overstuffed furniture, Extermovaults would seem to possess advantages for protecting furs, rugs, clothing, tapestries, etc.

The process consists of storing and sealing household effects in gas-tight chambers in which have been included a proper quantity of fumigation liquid, naphthaline, paradichlorobenzene or other moth repellant. Under these conditions, moths and their eggs are, it is claimed, destroyed speedily and effectively. Inasmuch as the stored objects remain in these containers sealed in an atmosphere

of continuous fumigation during the entire storage period, it is reasonable to expect constant protection without further care or attention.

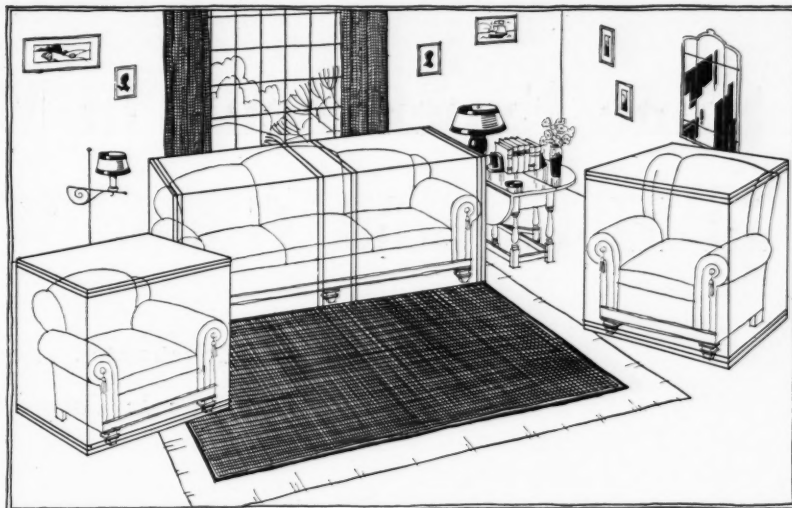
Extermovaults comprise small individual units each large enough to contain, without crushing, a chair or a davenport, depending on the size of the chamber. The vault folds flat when not in use, is assembled quickly when required, and is sealed in gas-tight relation by means of gummed tape. The units are light, strong and durable, may be repeatedly used, and with reasonable care should afford many years of service.

As shown in one of the accompanying illustrations, these flexible chambers stack squarely one upon another when assembled and in use, thus economically utilizing all space available between floors and ceilings. Overstuffed furniture stored in this way stands on its own legs.

Costs of handling and packing are surprisingly low, according to the inventor, who points out that the Extermovault possesses a sales and advertising value which should encourage open storage of living room furniture in the warehouse. His further opinion is that, considering that the vaults occupy relatively only the same volume of space that would be filled were articles stored in other ways, the revenue to be derived from this special service should exceed that which might otherwise be obtained through the use of a similar cubic area.

The Extermovault is for use not alone for storing goods in the warehouse. Individual pieces of furniture can be placed in the vaults in the customer's home, in hotels, etc., and there remain in gas-tight storage for indefinite periods, such as a householder's vacation period. One of the accompanying illustrations conveys this idea.

During the recent test at the Lincoln Warehouse Corporation in New York, Sontroicide, a trade product, was the fumigating liquid employed. This is a slow-working safety gas and generally



Illustrating how the Extermovault chambers are used to fumigate and protect individual pieces of furniture in the home without being taken to the warehouse

requires about forty-eight hours, under normal conditions, in which to accomplish complete extermination. However, as the test at the Lincoln plant was made solely for the purpose of determining gas-tightness, it was decided to open the containers after a period of twenty-four hours. Even after that shorter period, only five of the 300 active moth larvae which had been placed inside remained alive.

Mr. Reid's letter to Mr. Callaway reads:

"We promised to advise you of the results of the Extermovault test conducted at this warehouse June 8-9, under the personal supervision of Dr. E. A. Back of the U. S. Department of Agriculture, Washington, D. C.

"One of our davenports was removed from our reception room and placed in a vault. A nest consisting of a large number of active moth larvae was pre-

pared by wrapping them in several layers of cotton, which was then sealed in heavy craft paper and placed in the vault together with a fumigating liquid called Sontroicide, after which the chamber was sealed with a double thickness of gum paper.

"The vault was opened after a period of 24 hours and the moth nest was removed by Dr. Back. Upon examination but very few worms remained alive. This was a more severe test than would be ordinarily required.

"Before this test these boxes impressed us as being practical for protecting valuable overstuffed furniture in storage. This service will appeal to the discriminating warehouse patrons requiring a moth destroying service."

The Extermovault is manufactured by the Furniture Fumigation Co., 104 Fifth Avenue, New York City.

Tobacco Warehouse Statistics—Reporting Bill Deferred Until December

Distribution and Warehousing's
Washington Bureau,
1163 National Press Building

CAUGHT in the legislative jam in the closing hours of Congress, the Gilbert tobacco statistics bill, requiring all warehousemen to issue sworn quarterly statements of tobacco stocks, is expected to complete its legislative journey early next December.

This measure, after four years of unsuccessful effort, passed the House of Representatives early in March. Five days before adjournment of Congress the Senate Committee on Agriculture reported the measure favorably to the Senate. It was placed on the calendar but could not be reached before adjournment.

The Gilbert bill carries the indorsement of the Department of Agriculture and practically the entire tobacco trade. The only opposition was voiced, during

hearings before the Senate Committee on Agriculture, when J. M. Carrington and C. M. Dozier, both of Richmond, Va., stated that the Tobacco Association of the United States disapproved of the measure.

With its place on the calendar fixed, the bill will come up for final action in the Senate early in the next session of Congress. If it is passed, all warehousemen will be required to furnish to the Department of Agriculture sworn statements of all tobacco on hand according to type, grade and crop years. These returns would have to be made on Jan. 1, April 1, July 1, and Oct. 1. The bill makes the issuance of a false return or failure to make a return a crime punishable with a fine of from \$300 to \$1,000 or one year's imprisonment.

In addition to requiring warehousemen to make returns, the bill also would

compel all dealers, manufacturers, growers' cooperative associations, brokers, holders or owners other than the original growers to make returns.

The Secretary of Agriculture is given authority under the Gilbert measure to promulgate grades for use in making the returns. This has the effect of virtually enforcing Federal tobacco grades which are now in use.

The necessity for the law, proponents say, is due to the practice of unscrupulous dealers and handlers of tobacco who will keep on hand large supplies of worthless tobacco and report it along with stocks which can be used for manufacture, thus deceiving the grower as to the condition of the market.

It was estimated by one witness before the Senate committee that operation of the law would save tobacco growers about \$20,000,000 a year.

—Philip G. Loucks.

Some Experiments in Moth Control in Household Goods Warehousing*

Fumigation in Properly-Constructed and Competently- Operated Vaults Is Favored

By HERBERT B. HOLT†

Secretary Central Division Pacific Coast
Furniture Warehousemen's Association

EVERY one of us has the moth problem, the crux of which is control. The life cycle of the moth, though we may not have so considered it, has a direct and vital bearing on many claims for damages presented to our warehouses. It is, therefore, essential that we devise, establish and maintain that method of control which is most effective in the climate in which we operate, the character of warehouses we own and the classes of goods stored.

The most apparent form of the moth, of course, is the miller, which lives from seven days to one month, eats nothing, but constantly lays eggs in the fabric of the household goods in storage. These eggs usually hatch in four to eight days, but may lie dormant for a month or longer, depending on the temperature and being most active at 70 to 80 deg. The larva, or worm, is the dangerous stage, and, while the killing of every miller means the cutting off of thousands of eggs, yet the worm is the enemy we are after.

FIRST—vacuum, a 24-inch vacuum having been found to devitalize the egg and kill both worms and moths. This system probably will work with a vault in which worm-infested goods can be placed, and all the air exhausted.

Second—heat, as 140 degrees, Fahrenheit, kills all three forms.

Third—cold, as temperature of 5 degrees, Fahrenheit, or less, will destroy moths, eggs and worms. In the eastern States, in winter, this can be accomplished merely by opening the warehouse, but it must be remembered that ordinary cold-storage temperatures of 14 to 38 degrees will not kill these pests in less than three months. In experiments conducted in the cold storage

plant we operate at Los Angeles we found that by alternating temperatures of 14 to 40 degrees, under thermostatic control, we did kill all moths. The method was to drop the temperature to 14 degrees, hold it there for a short time, and then let it rise to 40 degrees, when the thermostatic equipment would again reduce it to 14 degrees.

Fourth—dry-cleaning. We have found that a rug brought to storage direct from the dry cleaners is virtually sure to be free of moths, eggs and larvae. If the rug is then immediately treated with naphthaline and properly wrapped it may be kept secure from these insects for an indefinite period. We have shown by repeated experiments that dry cleaning kills moths, their eggs and worms, in approximately fifteen minutes. About one and one-half pounds of naphthaline are required for a 9 by 12 foot rug, and this will last about two years if the

This larva lives from 100 days to two years, depending again on temperature, and on the fact, as proved by experiments, that it may eat fabrics containing certain dye-stuffs which make the worm lie dormant for a long period. Thus an article received in storage may contain dormant larvae, which come to life—and rapacious hunger—some time after storage. The worm, of course, goes later into a cocoon, to become a moth and this completes its life-cycle.

The food of the worm is fur, hair, wool and feathers. The wool diet is the factor which chiefly concerns the household goods warehousemen, though the larvae prefer hair and fur to wool. Thus myriads of worms may be at work on the hair-filled interior of overstuffed furniture without appearing on the outside. These worms are most active in the period from May to July and in September and October, so that these are the times best adapted for the application of control methods, which may be divided, roughly, into five classes.

goods are properly wrapped. In this matter of wrapping it should be remembered that *moths cannot eat through paper*, regardless of whether the paper be treated or not. If there are no openings in the paper the moths cannot enter to lay their eggs.

We have found, in a long list of experiments, extending over a considerable period of time, that naphthaline is the best of all materials to use for the treatment of wrapped fabrics. Experiments conducted by United States Government experts have shown that the majority of the so-called "moth-preventives" relied on by housewives all over this country are worthless. Such things as tobacco, lavender, pepper, salt, lime, sulphur, borax, eucalyptus leaves and oil, soda, and many others are absolutely useless as a bar to moths. The widely-spread belief that "printer's ink kills moths" also is fallacious. The reason that fab-

*Address at June meeting of central division of Pacific Coast Furniture Warehousemen's Association.

†Secretary Bekins Van & Storage Co., operating household goods depositories in Pacific Coast cities.

rics well wrapped in newspapers are not eaten by moths is that the moths cannot eat through the paper; not that the ink poisons them, for, as a matter of fact, it is harmless.

"The Best Control"

Fifth—fumigation. This is the best control yet discovered, particularly when used in properly-constructed and competently-operated vaults. Among the fumigants is carbon disulphide, which, while effective, has a very unpleasant odor and is so inflammable and explosive that it is rarely used. Another is carbon tetrachloride, which, while efficient, is very slow in getting results. When mixed with ethyl acetate—the foundation of "tear gas"—it has the advantage of forming tears immediately, thereby revealing to the operator, not only the presence of the gas outside the vault, but the place of leakage from that receptacle. It is non-explosive and non-inflammable.

Cyanogen chloride, alone or with chlorapickrin—known in its most common form as "cyanide"—is deadly to all life, but effective, and has several peculiarities, such as being lighter than air. Further than this, if an operator is gassed by cyanide, and immediate first-aid given him, he will suffer no evil after-effects. Thus this fumigant is not dangerous to handle, provided the operator is trained and careful. It should be remembered that cyanide gas cannot be barred out by the ordinary gas mask. Inasmuch as it is lighter than air, and immediately rises and disseminates on being released in the air it was not used to any extent during the war, and so no effort was made toward protection from it.

We have found that there are three methods for the use of cyanide in fumigation in our warehouses. The first is the "pot" method, wherein sulphuric acid and water are placed in a pot, in the vault or room to be fumigated, and cyanide of sodium dropped in. This is the cheapest and quickest method. The second is by the use of the liquid cyanide gas in cylinders, commercially obtainable in any quantities desired. On release into the vault, this liquid immediately becomes a gas. This is the easiest method, but also the most expensive. The third method is by sprinkling calcium cyanide, in the form of a powder, on the floor of the vault or room. This compound is very loosely attached, chemically, and the cyanide is almost immediately liberated in the form of a gas, leaving the calcium, or lime, on the floor, to be swept out.

In a recent issue of *Distribution and Warehousing* there appeared an excellent article on fumigation, which is worth the attention of every warehouseman dealing with the problem of insect pests. With cyanide as the fumigant, all life within the warehouse is killed, so that when the building can be closed, and completely fumigated, wholesale destruction of pests is assured. In doing this, of course, the warehouseman must protect not only his employees, but the public as well, and adequate safeguards

must be assured before the process of fumigation is commenced.

There is a considerable difference of opinion as to the relative value of fumigating particular lots of goods, as compared to fumigating the entire warehouse. One thing is absolutely certain, however, and that is that *fumigation is the only method which will kill pests in cloth-covered furniture*. Any liquid, even clear water, will kill moths in the miller stage, *provided it hits them*, because the miller breathes through pores in its body, the liquid fills these pores, and the insect dies because it cannot obtain the necessary oxygen to support its life. But sprays—of any kind—do not reach the worm inside the cloth-covered furniture, and the great majority of them have little or no effect on the egg, even when they do reach it.

I repeat, there is no known method which gives complete protection against moths, in all their stages, except fumigation. We have proved this in innumerable experiments, conducted under all conditions in the Bekins warehouses.

Sprays

There are, in general, two kinds of moth sprays: first, those intended to kill moths; and, second, those intended to furnish permanent, or semi-permanent, moth-proofing by putting poison into the fabrics or other materials on which the larvae of the insects feed. The first is obviously inefficient unless the spray hits the moth, and, as I have said, our experiments have proved that water is equally efficient when it hits the insect.

Some sprays, however, are more efficient than others, but all those aimed at killing the moth must first hit her, and that is not so easily done as said. Like the Scotsman who was hunting his dinner, you have to "catch your rabbit before you can cook it."

Sprays for permanent moth-proofing consist largely of a water solution of arsenic, which leaves a small and finely-distributed sediment in the fabric sprayed. This has been proved to be dangerous to children sleeping on fabrics, giving them an irritant form of arsenic poisoning in the skin. This is particularly true in warm weather, when the sleeper perspires, and this perspiration releases the arsenic latent in the cloth.

Other sprays, designed for the same purpose, make use of essential oils, but the guarantees which at first accompanied some of these have been withdrawn unconditionally by the makers. One such spray, carefully tested, proved to permanently moth-proof articles on which it was placed until such times as these fabrics were cleaned with gasoline, or other cleaning fluid. This cleaning immediately removed all effectiveness of the spray, and, after the gasoline had evaporated, the moths returned to their feast, just as happily and as hungrily as ever.

The one existing reference volume of its kind—the annual *Warehouse Directory*. Use it when making shipments.

Spots in fabrics which may be left unsprayed—and it is very easy to overlook such spots, particularly on valuable clothing—offer loopholes for the entry of the female moth to lay her eggs. Indeed, any guarantee on sprays for permanent moth-proofing is ridiculous on the very face of it. The pressure from these sprays, either power or hand, is not strong enough to force the moth-destroying liquid into all parts of the fabric, or through furniture coverings to the hair or other stuffing beneath. Thus the spray will not kill the worms or de-vitalize the eggs on the inside. If, however, the goods are fumigated before spraying, the spray then will prevent new moths from entering and laying their eggs. It is fundamental, then, that fumigation be done prior to spraying. Repeated experiments have proved this, as they also have proved that the claim that spray forms a penetrating gas which does kill larvae and eggs is false.

Some sprays for general use in the warehouse are effective, as far as they will throw the spray, and no farther. It should be remembered that "airing" the warehouse in May, June or July, or in September and October, lets in a new army of moths from the outside. The spray which we have used for this purpose does drive out these invaders. We use about 160 gallons a year in our San Francisco warehouse, at a cost of 35 to 40 cents a gallon. It is applied with a power pump and driven into every corner, crevice and all over the walls, floor and ceiling, as well as over stored goods. This is a careful, painstaking job, and, unless it is well done, might as well be left undone.

"A Habit"

It strikes me that tar paper for wrapping is very much a matter of habit, and a rather expensive habit at that. The odor, contrary to general public opinion, has no effect whatever on the moths, but experiments indicate that the paper itself is distasteful to them. However, any paper, if well and closely wrapped, will keep out moths, as I have said, for the very simple reason that they cannot bite through it. The only important value of the paper is to prevent the moths from getting inside to lay their eggs in the goods. In my opinion it is better to put naphthaline in the goods and wrap them well in a craft paper. Other preparations offered as substitutes for naphthaline are based on paradichloride of benzene, but, except that they are perfumed, are no better than, if as good as, naphthaline.

After long experiments and a great deal of study the Bekins Van & Storage Co. has developed a moth-control process which it sells to its customers. This consists of fumigation first and spraying afterward. We do our own fumigating, in the San Francisco warehouse, and an outside man does the spraying on contract. The spray he uses is the best we have been able to find, but it is essential that all woodwork be well wiped off after spraying, or spots will form on it.

Distribution and Warehousing's Pictorial



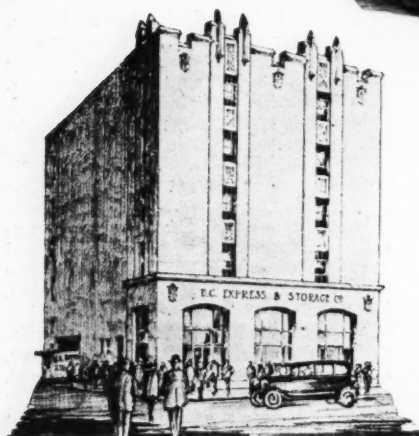
Above—A TRUCK THAT TELLS TIME: A feature of this new Republic truck of the A-B-C Fireproof Warehouse Co., Kansas City, is an 8-day clock installed over cab on right side of body.



Above—KANSAS CITY'S FIRST "AVLinc": Allied Van Lines, Inc., unit—a Diamond T chassis—built for the Monarch Transfer & Storage Co.



Left—AGAIN KANSAS CITY: 3-ton Reo bus chassis new in service of Kathrens Moving & Storage Co.



Above—A PRODUCT OF TWENTY YEARS: After two decades in the household goods warehousing and moving business the U. C. Express & Storage Co. has opened this six-story depository at 46th Street and Shattuck Avenue, Oakland, Cal.—at a junction of five of the city's thoroughfares.

Below—A UNIQUE MOVING JOB: 66,000 post holes, consigned to the Mountain States Telephone & Telegraph Co. to an out-of-the-way point in the mountains of Arizona, being trucked, together with telephone poles and wire, across desert land by the Lightning Moving & Storage Co., Phoenix, Ariz.



Review of the New and Interesting



Above—HOSTS TO KIWANIS: Scene at recent dinner at warehouse of Lincoln Storage Co., Cleveland. Arrow points to George A. Rutherford, president of Lincoln firm. (Now turn to page 26.)

Below — CONVENTION-AL: Mrs. W. A. Gordon, Omaha; George T. Turner, Denver, and Mrs. John A. Groves, Kansas City, at recent meeting of Missouri Warehousemen's Association.



Above—FROM THE NETHERLANDS: Holland's Embassy, Washington, and household goods being moved in by Security Storage Co.

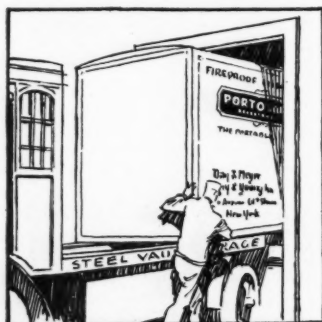


Left—AT MUSKOGEE: Some of the delegates who attended semi-annual meeting of Oklahoma Transfer & Warehousemen's Association in May.

The Portovault:

*A Movable Steel Container
for Household Goods*

*This Box-Type Unit, Featuring New Plant of Day & Meyer, Murray & Young, Inc., New York, Will Be
on Display at Summer Convention of National
Furniture Warehousemen's Association*



AFTER many years of study and much costly experimenting, the New York City household goods warehousing firm of Day & Meyer, Murray & Young, Inc., has perfected a box type of storage which is called the Portovault. The company's recently-completed depository on East 61st Street is devoted to this new method of safeguarding the public's lares and penates, and Thomas F. Murray, the firm's president, and Chester F. Young, its secretary, have established the Portovault Storage Corporation, which will market the product in the industry.

The method features a portable steel storage vault of approximately 500 feet capacity, which is placed on an automobile chassis and conveyed to the customer's residence. There the articles to be stored are packed in a Portovault, which is locked and sealed by the depositor in the same manner as he would his own private safety deposit vault.

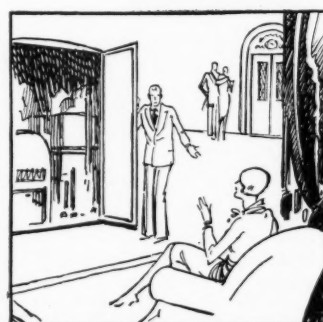
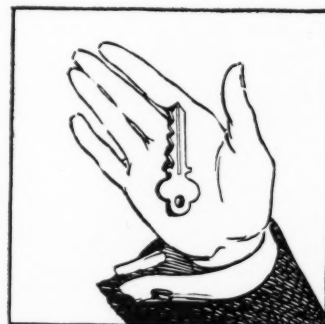
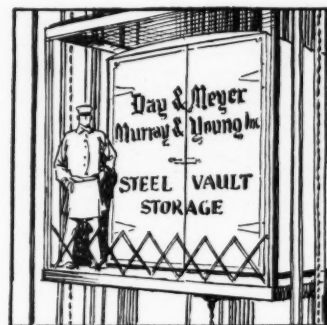
The sealed Portovault is then conveyed to the warehouse, which is constructed entirely of steel, brick and concrete and is fireproof. The Portovault is rolled from the chassis of the truck to an elevator, which raises the vault to a designated floor, where it is moved on a conveyor to its own compartment, to remain intact until ordered returned to the customer, whereupon the same procedure is reversed.

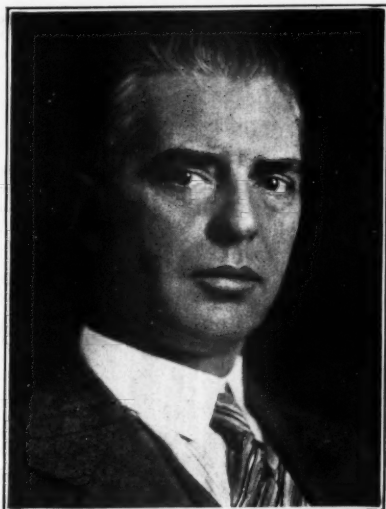
Due to the nature of the vault's construction it may be readily seen that the system presents unusual advantages to the owner of art treasures or similar valuable household effects. Among these are included the factors of safety from pilferage, theft, damage and fire. At the same time the vault is virtually dust-proof and will retain the effect of moth-preventive for a considerable period.

The fact that there are only two operations or handlings of the property—first, when goods are removed from the customer's residence, and second, when they are returned—insures against damage caused by frequent handlings.

Another attractive feature of the system is that when the customer desires access the vault is taken from its compartment and conveyed to a special access room which is tastefully decorated, heated, and made as convenient and as comfortable as a home. Chairs, desks, etc., are made available, thereby eliminating personal hardships often found in access departments in cold buildings.

There are a number of correlative features. Spacious rooms with proper ventilation and light are maintained for





Thomas F. Murray, president of
Day & Meyer, Murray & Young,
Inc., originators of the Portovault

storage of hall clocks, which are kept running at a small cost, thereby assuring the customer of proper regulation and protection against dust during the period of storage. Rugs, tapestries and textiles are stored in a special cedar-lined vault which protects the fabric from moths and at the same time offers bank-like security. Another spacious vault is maintained for storage of silver and other exceptionally valuable property. Another special vault is operated for storage and convenience of seasonal trunk business. One room is maintained at even temperature for storage of pianos and other musical instruments; the pianos are kept in bureau-like fashion which protects them from dust.

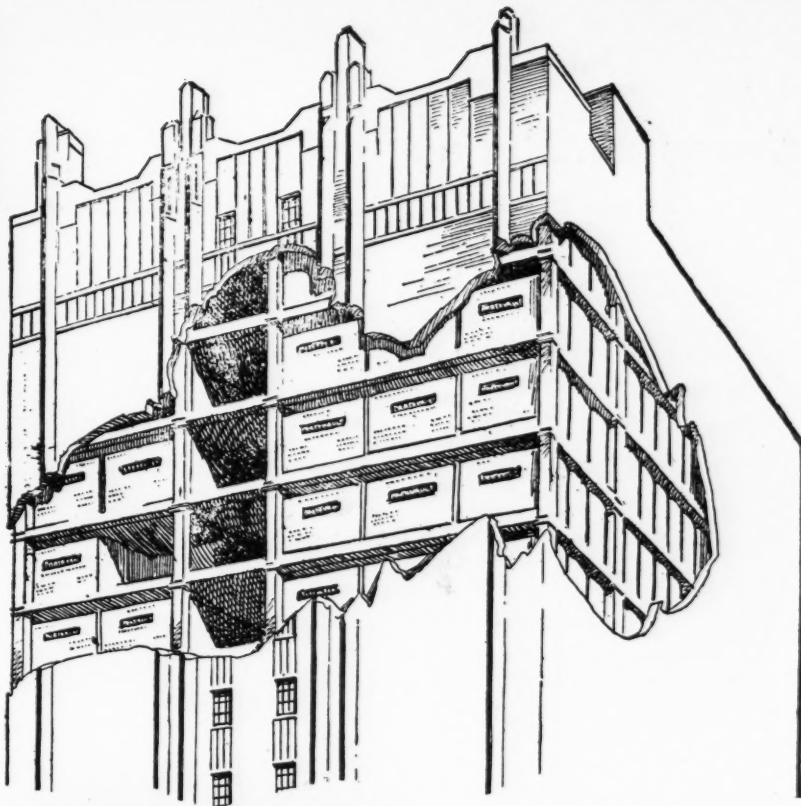
The Portovault Storage Corporation will handle inter-city shipments of household goods. It is intended by Mr. Murray and Mr. Young to have as many members of the National Furniture Warehousemen's Association as it is possible to obtain to operate this corporation in an attempt to retain a profitable business in competition with motor truck transport. They believe that the Portovault method of inter-city shipments can be done more economically than by motor transport.

For this purpose the corporation has a Portovault shipping container, constructed of aluminum, with a carrying weight capacity of 3500 pounds and a cubic capacity of 500 feet. It weighs 770 pounds. It is planned to have one of these containers on display at the French Lick, Ind., of the N. F. W. A. in July for the scrutiny and criticism of the National's members.

Mr. Murray, once an office boy with the old firm of Day & Meyer, has this to say regarding the Portovault:

"Progress is prompted in various ways: by personal ambition, by determination and foresight, and in some instances by circumstance.

"The Portovault was prompted by foresight and put into effect by circum-



Illustrating Portovault method of
storage



Chester F. Young, secretary of
Day & Meyer, Murray & Young,
Inc.

stance. It is nothing new, as the theory has been thought of and discussed for the past twenty years, only awaiting someone to take the initiative to make it a reality. The thought remained until an opportune time presented itself to promote, and this was brought about by competition and circumstance.

"Our business is all that a high class business could be. However, competition both fair and unfair had become so keen that it was necessary for us to create

something new, to remain above price competition. The Portovault method was the only practical way.

"It is true that to the average customer the Portovault method may be a little more costly per month over the old method of storage but when consideration is given to the elimination of costly packing for the protection of the property and the mental anxiety of the customer this monthly cost is more than offset by these advantages.

"The Portable method of storage and shipping is the method of the near future, and we would advise progressive warehousemen throughout the United States to give serious thought and consideration to it. We would be glad to have them visit our plant and see its operation, to determine for themselves the practicability of the idea."

The New York company spent considerable time and money with various steel-box manufacturers in an effort to arrive at a box which would fill the requirements. The one now in use is a product of the Ever-Ready Van Body Corporation, Brooklyn.

Owing to the unusual construction of the company's new warehouse, exhaustive studying and costly experimenting were required to make it successful from practical, economical and productive standpoints, and the building as finally decided upon was planned and supervised by Moores & Dunford, New York warehouse architects and engineers.

No. 48

George A. Rutherford

By ELIZABETH FORMAN

Success St

Let's Take the Old Family A

*Left, Lincoln warehouse at 11201 Cedar Avenue.
Below, a Lincoln plant on Euclid Avenue*



*In oval, George A. Rutherford, president
of the Lincoln Storage Co., Cleveland.
Some interior and exterior Lincoln views*

WHEN George A. Rutherford the builder and contractor erected a warehouse for the Lincoln Storage Co. of Cleveland, Ohio, he little dreamed that he was, in reality, building a place of business for George A. Rutherford the warehouseman.

The moral of which is obvious.

With a keen sense of responsibility to the neighbors in the finely developed vicinity in which the structure is situated Mr. Rutherford worked to combine the beauti-

(Concluded on page 56)

Success Stories

Family Album Out of Storage!

No. 49

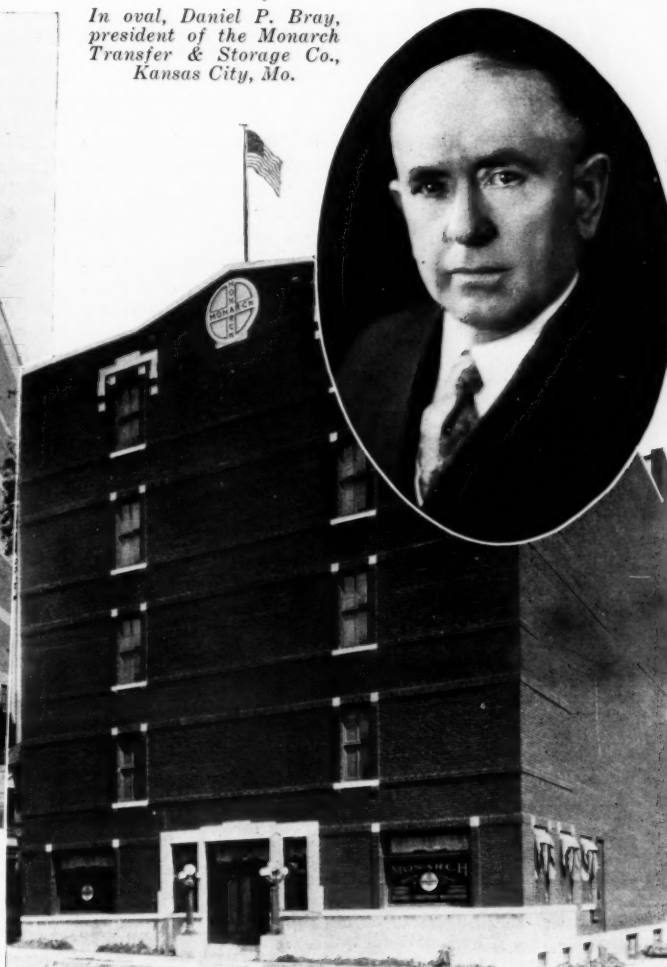
Daniel P. Bray

By MERRYL SCHWIND

In oval, Daniel P. Bray,
president of the Monarch
Transfer & Storage Co.,
Kansas City, Mo.



Above, Monarch warehouse at Thirty-ninth and Main streets. Right, warehouse and main office at Thirty-first and Michigan



EARLY training on an Illinois farm followed by several years as a country and city real estate operator prepared Daniel P. Bray, today president of the Monarch Transfer & Storage Co., Kansas City, Mo., for the household goods warehousing business. Neither of those lines of endeavor is allied with his present vocation, yet each had its part in educating this executive who developed his business from a modest start of \$3,000 in borrowed capital to a \$400,000 investment in the period from 1914 to 1922.

Dan Bray was the youngest of thirteen children. However, in spite of this handicap he reports that he was not crowded away from the family trough—whether due to the intervention of kindly parents or to his own ability even at this age to manage for himself, he does not say.

The first twenty-five years of his life were spent on a farm. From the time he was thirteen he took a man's

place in any kind of hard work that came along, attending country school in the meantime. At twenty-one he was an experienced farmer, and in that year, 1902, he married and went onto a farm for himself.

But about this time the youthful agriculturist began to harbor a conviction that it was in the business world that he wanted to make his mark. After four years on his own farm he entered the real estate business, in northern Illinois in 1906. A year later he went to Kansas, where he handled both farm lands and city property, selling farms at \$40 to \$65 an acre, on which oil was found shortly after, in the Mid-Continent oil field in Kansas. Unfortunately he had disposed of all of his holdings in that section before coming to Kansas City in 1911 just before oil was discovered on the land.

As a real estate dealer in Kansas City Mr. Bray began to

(Concluded on page 57)

H. A. Haring's

New Business for Warehouses

XXXII Drug Specialties a Potential Source of New Revenue

NEVER in the history of the drug store has there been a period of such intensive competition as today. It is, furthermore, unquestioned that this bitterness of rivalry will increase, if for no other reason than because the drug field tempts every chain store management to enter. Drugs have, in the past, been a profitable field; the drug store is open evenings, holidays and Sundays, having thus about three times as many hours to do business in the week as any other type of retailer.

Manufacturers of drug store items have been pioneers in searching for means to quit the wholesaler. The thought that "the jobber is on the way out" originated with a maker of pharmaceuticals.

An illustration of the process may be found with the makers of rubber goods—an important item for the drug stores. Twelve manufacturers in this country put out what may be termed a complete line of rubber goods for this trade—possibly 250 items apiece. In addition to this dozen of manufacturers, there are, roughly speaking, ten times that number who make rubber specialties or limited lines of rubber supplies.

"Manufacturers' Sales Agencies"

GOODRICH is warranted, by its volume of sales, in establishing branches in every market. This company can afford a spot stock, by combining with tires and "mechanical" rubber for industrial uses. Others of the "giants" in rubber are similarly situated.

But as one reaches the lower names of the twelve it becomes apparent that direct selling, and direct distributing, plunge them into a high cost for selling. At any center where volume is good, as in Chicago, no trouble arises; but in less dense markets the cost of a separate organization becomes prohibitive.

The hundred or more smaller makers of rubber specialties, each with a short line of products, are even worse off. They cannot think of covering the country with their salesmen and stocks. In the drug trades it has been the rule to send out specialty men who call on the druggists two or three times a year in the cities and once in two or three years in the country—very thin coverage.

A similar condition exists with every maker of proprietary, branded and advertised drug items, except the few big makers with long lines of products and sales forces of one hundred or three hundred men. Yet in drugs those man-

ufacturers who have been most successful have been the ones who have, somehow, managed to get close and keep close to retailers—knowing full well that retailers pass on their goods to the public. Within three years drug manufacturers have put through consolidations without number, the purpose being none other than to mass their sales effort by having a larger force of men to call on the retailers.

Many manufacturers of the thousands in the trade are still working independently. To give them the sales contacts so essential there have entered the field a large number of "manufacturers' sales agencies"—using a term also known in other trades but which, with drugs, has developed a rather peculiar technique.

The first concern of this type entered the field about fifteen years ago, in Canada. Ten years ago a handful had set up in business, but their efforts were seriously crimped by the post-war depression, and it is only within a few years that the movement has again got under way. At the present time there are about 120 "manufacturers' sales agencies," of which total nearly 100 are less than four years of age. It is predicted that another year will find 300 concerns of this sort in drugs.

That this development is recent is

Think, now, of these twelve leading manufacturers. Their natural way to the market is through a "service wholesaler"—the wholesale house that carries complete stocks, adequately covers the market with its salesmen, extends credit to retailers, allows them to "make the house their headquarters when in the city" and helps them with their local problem of fighting the cut-rate and the chain. Only three cities in the country, however, boast twelve wholesale houses of the "service" type.

For exclusive representation of the rubber manufacturer no other type of wholesaler is adequate.

Outside these three cities, two such wholesale houses per city would be a high average.

If, therefore, these twelve manufacturers rely for their distribution on wholesalers, ten manufacturers are at once frozen out of each market. If they want to enter the market they must find another method to make the retail contacts that are essential.

These manufacturers have, with drugs as, of course, with other commodities, sought other approaches to the retailer, chief of which has been some form of direct selling.

further indicated by the fact that no published directory of the drug trades—so far as I have been able to discover after careful inquiry—so much as lists these "manufacturers' sales agencies," and the few whose names do appear are listed as "brokers."

From a carefully compiled list I find, however, that many of them have made a niche for themselves. Among the cities, the following gives the number of such concerns at a few marketing points:

San Francisco	6
Los Angeles	2
Toronto	5
Montreal	4
Winnipeg	2
Atlanta	3
Chicago	5
Baltimore	4
Boston	9
Detroit	6
Twin Cities	7
Kansas City	3
Cincinnati	3
New York	10
Toledo	3
Oklahoma City	7
Philadelphia	10
Memphis	3
Dallas	4
Milwaukee	3

These "manufacturers' sales agencies" have come into being in more than fifty of our cities. The list, privately compiled, that lies before me gives one or more of them in each of these fifty-three cities:

Montgomery	New York
Los Angeles	Rochester
San Francisco	Charlotte
Denver	Cincinnati
New Haven	Cleveland
Washington, D. C.	Columbus
Tampa	Toledo
Atlanta	Oklahoma City
Boise City	Portland, Ore.
Chicago	Philadelphia
Indianapolis	Pittsburgh
Cedar Rapids	Memphis
Des Moines	Nashville
Sioux City	Dallas
Kansas City, Kan.	San Antonio
Louisville	Ogden
New Orleans	Salt Lake City
Baltimore	Richmond
Boston	Roanoke
Detroit	Seattle
Elmuth	Charleston, W. Va.
Minneapolis	Milwaukee
St. Paul	Toronto
Kansas City, Mo.	Montreal
St. Louis	Winnipeg
Butte	Vancouver
Omaha	

How the "Agency" Serves the Trade

IN the drug trades the "manufacturers' sales agencies" are comparatively a new factor. Their work is unknown to many and underestimated by many more.

The agency is organized to give the manufacturer a definite service, for sales and distribution. The agency is a specialty salesman magnified into an established business. The agency makes an agreement with the manufacturer of a short line of products to introduce the goods to the drug stores and other appropriate retail outlets in a given territory, to perform all the usual "missionary work," to school retailers in merchandising the goods, to fight for a rightful share of window and store display, and to keep a watchful eye on competing goods.

The agencies refuse to represent competing products. In this manner they concentrate on a single product of each group. In this manner, also, the way is left wide open for other sales agencies to enter the same market to represent competing lines of products.

The agency, moreover, is not efficient for "lines" of products. It prefers the

goods of a manufacturer of a single item or limited number of items.

It appears that an ordinary agency represents five manufacturers. One represents thirty-six, that being the longest clientele I have found. I am told that they have no difficulty in obtaining "accounts" of manufacturers, but the experienced agencies have learned the woe of trying to spread too thin. Their greatest profits flow from intensively representing a limited number of manufacturers and from concentrating their attention on persuasion with the druggist to put real selling effort behind those few items.

Even the agency that represents thirty-six clients carries only 100 items on its "list" and that number of items is, I believe, the longest in the business.

The agency turns over all orders to the manufacturer, just as his specialty salesman would do. The manufacturer either ships direct from spot stock, or requisitions the jobber, or turns over the order to the jobber—this last method being the usual one. The agency does no invoicing, no collecting. It does nothing but book the order and persuade the druggist to push the goods; doing the same, of course, with department stores, chains, etc.

The Warehouse's Opportunity

FOR the drug trades, this method of marketing is a new era. Ten years ago it was barely discernible. Four years ago it was little known. Within two years it has grown by leaps and bounds; and today, daily we have a new name among the "manufacturers' sales agencies."

The one thing in their distribution which these agencies have not covered is the prompt filling of orders. There should be, in the city of each agency, a spot stock of the goods of each item of each client-manufacturer.

No better place exists for this spot stock than the public warehouse, the orders to be filled by requisition against the stock in the usual way.

The warehouse offers a further possible economy—one, too, that ought to have its selling points with these "manufacturers' sales agencies."

The agency represents a group of manufacturers of non-competitive goods. The agency's salesman calls on a druggist to take orders for five items or a hundred, from one or thirty-six manufacturers. The druggist will receive anywhere from one to thirty-six deliveries, each of a small lot, probably each of a single carton. Such deliveries are needless. They are costly and not economical, either for the druggist or for the manufacturers represented by the agency.

If, on the contrary, one warehouse holds the spot stock of all the manufacturer-clients of the "sales agency" that agency could requisition the warehouse, each day, for delivery of all the small lots to each druggist in a single delivery by truck. Everyone would be ahead, both in time and money, while the warehouse would be rendering only its customary service to storers.

The warehouse that seeks this business will find the proper approach through the local "manufacturers' sales agency" because that agency represents the manufacturer and it lies within the power of the agency to "advise and direct distribution" of the products in the local territory.

It is apparent that, if warehouses go after this business for the warehouses, these "manufacturers' sales agencies" will gradually come to understand what the public warehouse can do for their clients—and to stock goods in warehouses would become a part of their regular arrangements with new accounts.

Spotting Stocks for New England

(Continued from page 15)

With distribution from the ports, as with rail movement, multiple spot stocks are the rule. The same reason prevails. New England is educated to short hauls in distribution. High local freight rates are abhorred: New England will not pay them.

The Secret of Market Coverage

THE secret of marketing in New England, then, is that of multiple spot stocks. To attempt that market from a map, and without intimate acquaintance with its distributive habits, leads only to failure to reap the rich harvest of the greatest industrial section in America. Here lives a dense population, susceptible to advertising because reading habits are well founded. Here is an immense consumption of materials and equipment for industry. Here is also a large urban population, earning good wages, unable to provide its own food.

New England is exceedingly "spotty" in the commodities it consumes. One is surprised to unearth whole sections where nationally known goods are not to be found, and, each time, an examination reveals the same reason for the failure: the manufacturer has attempted to distribute in New England as he does elsewhere. He tries to do with one spot stock what can be done with not fewer than ten or twelve, and may require forty—remember there are 78 cities in New England for wholesale distribution of automotive accessories! For foods, and drugs, and novelties, and machinery, there are at least as many. Possibly more!

Elmira and Albany on the west, New York City or the Jersey junction points for freight coming from the south, Ogdensburg and Rouse's Point and Montreal from the north (with some minor junctions) are the last points for diver-

sion for through freight. These are, as well, the last places where transit-rates apply. Broadly speaking, the protection of the through-rate is sacrificed where an attempt is made to store-in-transit after crossing the Hudson River into New England.

Once having come into that territory with a stock of goods, the secret of market coverage and adequate distribution lies in having multiple spot stocks. Availability of the goods requires much closer accessibility than elsewhere, and the successful method of reaching this end is to maintain a dozen or more spot stocks even though all New England could be slipped inside many a single State and even though the industrial part of New England is smaller than every State in the Union (outside New England) excepting only three (Delaware, Maryland and New Jersey).

Unless we get some contributions for our new volume, which is Vol. IX, we will—

Vol. IX. No. 1

TWO BITS

A Bit Here, A Bit There

—excommunicate the whole doggone storagers' business, trade commerce & industry!

Gotham, July, 1928

**In This Issue of "Two Bits"—(1) What Not to Use on Strawberries;
(2) The Elevator Man's Correct Supposition; and
(3) The Plot Against the Customs Inspectors**

WELL, here we are off to an aviation start on Vol. IX of this persistent public'n, & announcement is herewith made in this 1st issue, which is No. 1, that a yr hence we will be expecting the storagers' industry to donate Ye Ed. with tin objects, on a/c we will be celebrating our 10th, or tin, anniversary. Thus you have approx'y 11 mos. in which to think up what to give us, such as tin whistles, tin \$1 watches, tin cooking utensils, memo pads on which to note down our convention itineraries, tin golfing utensils, tin medals, & Rin-Tin-Tin.

ALSO throughout the coming yr we will be expecting the storagers' industry to contribute serious & intellectual items to this magazine. We have dwelt on this subject considerable of late, on a/c we believe that our readers, if any, & certainly our subscribers & advertisers, should support our personal effort to make you take the wrap-off when your copy arrives each mo. & yet what good does our dwelling on the subject do? Not much. This past mo. we have rec'd only 1 literary contrib'n. It is signed "Non Compos Mentis," in caps, & it is from Los Angeles, & we will set it down for whatever you think it is worth, which, if you ask us, is infinitesimal, well, here it is:

"Considering the roars you put up monthly it must be some job to edit a near-funny department. Your calls for assistance have reached my heart. You now have a new contributor.

"I subscribe to all of the humor magazines. I read all the funny pages of the newspapers. I read all departments such as yours. I glean all of the columns and 'fillers-in' for bits of humor. My search is a sad one—it is depressing. My motto is a smile a month. It is hard work.

"Henry Burgeson was out last week figuring on a moving job. (Name of destination withheld.) After going through the house and the cellar Henry ambled to the garage to look that over. On the way he passed a bed of strawberries. Although southern California is famed for its large, ripe, red, luscious strawberries, here was a patch that was super-excellent, and Henry paused to admire them. The customer paused also, and Henry said:

"Say, those are the finest strawberries I have ever seen. I have never gazed upon such large plants, such perfect berries. What do use on them—fertilizer?"

"Henry's customer gazed upon him for a moment and then said:

"Hell, no! We use sugar and cream, same as you do."

STRAWBERRIES were, we believe, first grown in this country in 1629 by the Pilgrims. The foregoing joke was 1st published in the *Mayflower Argus* in 1630. However it is now June 21 & the printshop is yelling for *Two Bits* copy—we just got an insulting note asking "How about p. 30?" instead of pleasantly querying "How about p. 30, please?" like the printshop ought to do—so we will allow "Non Compos Mentis" to pin this yarn on Hen Burgeson, the Los Angeles storager, on a/c we have to hurry up copy for this page.

"Non Compos Mentis" forgot to send a 2c-stamp for the return of his manuscript if unavailable, by the way, which is unethical. Ye Ed. is out 2 cts.

YE ED. came darned near being out \$10. We pulled out our large wad the other night at 10:30 P. M. in the office to see whether we had enough money to purchase 1 bottle of buttermilk, & dropped a \$10 note on the floor. The iceman found it the next A. M. & turned it in to the supt. of *Two Bits's* building after telling the elevator man about it, & here is the note the elevator man wrote to the supt.:

"The Cleaners Did not louse any money But I have taken up Mr. Stiles at 9:30 Monday night I sopose he loused it Mrs. Gallary Was all true Cleaning at that time so I sopose he loused it."

Well, we supposed the same thing, namely that we loused it. Anyhow we claimed it, & got it, & our gratitude was so intensive that we donated the iceman 10 cts, 2 of which we would have got back if "Non Compos Mentis" had sent us an unused stamp like he should of.

WE got 1 other donation during the past mo. W. A. Gordon, the Omaha storager, sent us a pair (2) of tickets to a movie show at an Omaha theatre but he did not send us any r.r. fare to

Omaha & return to Gotham. The generosity of some storagers staggers the imagination.

WELL, Ye Ed. went to Montreal to attend the Canadian convention last mo. (June) & on the final night we missed the Gotham train by 5 min. "Andy" Murray, *Two Bits's* bus. mgr., thinking we was on the train, went aboard with our personal bag, containing pajamas, toothbrush, shaving implements, etc., & Ye Ed. had to check back in at the Mount Royal & no barber shops were open the next day, on a/c it was Sunday, so you can visualize our mental agony at being unshaved all day.

Our personal bag which "Andy" had taken with him contained also 1 bottle of cham—1 bottle of buttermilk—and the custom inspectors asked "Andy" if he had any likker & "Andy" said "No," on a/c he did not know there was any buttermilk in our bag, so the inspectors did not look into our bag—nor into "Andy's" hip-pocket, for that matter—so both our buttermilk importations got across the intern'l line O.K.

When we opened ours in Gotham a few days later the cork busted an electric light bulb on a/c we aimed wrong, which shows what a kick Canadian buttermilk has.

Well, getting back to our Montreal plight, we was without funds also, & had to borrow \$15 from Geo. Rutherford, the Cleveland storager, which we will pay you back in due time, Geo.

After that we got a good break of luck. Capt. Connell, the Montreal Publicus man, was driving in his automobile to Boston, via Albany, & he gave us an invite which we accepted avidly, so we saved trainfare from Montreal to Albany, nor did the captain essay to borrow any of the \$15 which Geo. Rutherford, the Cleveland storager, had donated to us on a loan basis without interest.

Ray King, the Syracuse storager, sent us a blotter in June, like as usual.

Geo. Winkler, the Far Rockaway storager, is off to Europe & environs.

Buck Buchanan, the Detroit forwarder-by-water, was to Gotham of late & Ye Ed. blew him to an elegant show.

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249 West 39th Street, New York City

Distribution and Warehousing's Warehouse Map of New York City

Price \$2.00

This map, in colors, and produced for us by Rand, McNally & Co., sets down the geographical location of every public warehouse company—merchandise, household goods and cold storage—listed in the New York City sections of our 1928 Warehouse Directory (January) issue. Each company is designated by a number, and the companies' names and their corresponding numbers are shown.

On regular map paper, with metal edges top and bottom. Size, 23 by 33 inches. . . . For the shipper of commodities and household goods into the New York territory this map will be found invaluable.

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Regulations, as prescribed by Department of Agriculture, for warehousemen storing canned foods.

Warehouse Directory (subscription to Distribution and Warehousing included) . . . 3.00
The industry's annual reference volume, containing statistics and data regarding warehouse companies throughout the United States and Canada. The 1928 edition appeared as part of the January issue of *Distribution and Warehousing*. Extra single copies, each 1.00

Warehouse Forms 0.10
Simplified Practice Recommendations No. 34 of the U. S. Department of Commerce. Describing and illustrating the standard warehouse documents approved by the Government.

Warehousing 10.00
Trade customs and practices; financial and legal aspects.
By H. A. Haring

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Prepared by the American Warehousemen's Association.
Regular Edition to A.W.A. members: Vol. I, \$10; Vol. II, \$5. Both 12.50
Regular Edition to non-members: Vol. I, \$15; Vol. II, \$7.50. Both 20.00
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De Luxe Edition to non-members: Vol. I, \$20; Vol. II, \$10. Both 25.00

Please Send Payment With All Orders

The Liability of Warehousemen for Damages for Employees' Injuries

Sixth of a Series of Legal Articles

By LEO T. PARKER,
Attorney-at-Law

IN order for warehousemen thoroughly to understand the variations of the law on this subject it is important to know the fundamental principles of the law relating to the legal duty of an employer toward his employees.

Generally speaking, an employer is legally bound to provide a *reasonably* safe place for his employees to work. On the other hand an employer is not an insurer against his employees sustaining injuries while carrying on their employment. Moreover, in legal controversies of this nature, if it can be shown to the satisfaction of the Court that an employee received the injury *through his own negligence*, the employer *never* is liable.

However, under all circumstances an employer is ex-

pected by the law to exercise ordinary care to prevent injury to employees. Particularly for this reason the exact meaning of the term "ordinary care" has been the important point in many controversies involving injuries to workmen.

Broadly, the term "ordinary care" means that degree of care that would have been exercised by an employer of average intelligence and prudence under the identical circumstances of the accident. Therefore, where an employer is successful in proving that he exercised a "high degree" of care to prevent the injury, he materially improves his chances of obtaining a favorable decision of the Court.

IT is important to observe that in the quite recently decided case (109 So. 82) the Court defined ordinary care in the following language:

"There is no fixed standard in the law by which a Court is enabled to arbitrarily say in every case what conduct shall be considered reasonable and prudent, and what shall constitute ordinary care under any and all circumstances. The terms 'ordinary care,' 'reasonable prudence,' and such like terms, as applied to the conduct and affairs of men, have a relative significance and cannot be arbitrarily defined. What may be deemed ordinary care in one case may, under different surroundings and circumstances, be gross negligence. The policy of the law has relegated the determination of such questions to the jury, under proper instructions from the Court. It is their province to note the special circumstances and surroundings of each particular case, and then say whether the conduct of the parties in the case was such as would be expected of reasonable prudent men under a similar state of affairs. When a given state of facts is such that reasonable men may fairly differ upon the question as to whether there was negligence or not, the determination of the matter is for the jury. It is only where the facts are such that all reasonable men must draw the same conclusion from them that the question of negligence is ever considered as one of law for the Court."

Moreover, the circumstances under

which an accident occurs are carefully considered by the Court in an effort to determine whether the employee is justified in demanding compensation for injuries sustained.

If the employer has maintained his equipment in first-class condition, and has provided the available modern safety

Next Month:

FREQUENTLY warehousemen become parties to contracts for storage of merchandise which cannot be disposed of without incurring liabilities for damages and profits in patent or trade mark infringement suits.

This situation will be covered in "The Law of Patents and Trade Marks," Mr. Parker's seventh of his series of legal articles. It will appear in the August issue.

devices generally, it is improbable that sufficient evidence can be introduced to prove that the employer was negligent.

And, conversely, it is true that where negligence, in any manner, is proved to have existed on the part of an employer, the Court is most likely to decide in favor of the injured workman, because the law expects all employers to safeguard the health and welfare of their employees.

Within Scope of Employment

THERE are many and varied circumstances surrounding ordinary employment when the employer is not liable for injuries sustained by his employees. For illustration, an employer is not liable for injuries sustained by an employee while the latter is acting *without* the scope of the employment.

The expressions "in the course of employment" and "within the scope of the employment" are synonymous. However, these expressions are not synonymous with the term "during the period of the employment." The latter term means the actual period each day the employee is performing his regular duties. But an employee is not legally required to be in the act of rendering service to his employer to be within the scope of the employment.

In fact, under certain circumstances, an employee's act is within the scope of the employment, for which the employer is liable, when actually the act is detrimental to the employer instead of being a service.

Broadly speaking, an injury sustained in the course of employment embraces all injuries received while the workman is engaged in *furthering the business of the employer*, as well as all other injuries received by the workman, subject to the limitations that the employee must ordinarily be attending to his regular duties at the time of the injury, or the departure of the employee from the employment *must not amount to an abandon-*

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HAULS A 5-TON PAY LOAD LEGALLY

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World-famous dual-valve, dual-ignition engine, gives 25 per cent more power, uses 25 per cent less gasoline.

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7 forward speeds **2** speeds in reverse

A NEW day in transportation requirements... a new day in highway restrictions... a new Pierce-Arrow truck for these needs of today.

Stauncher, but lighter in weight, it hauls with speed a 5-ton load—and conforms with the 20,000 pound Vehicle Gross Weight laws effective in many states.

Its frame is of heat-treated

chrome nickel steel, 40 per cent stronger than ordinary frames.

Its Multispeed Transmission has a high range of speeds for fast, economical running on smooth stretches; a low range with tremendous reserve power for forging through "heavy going" or for pulling out of deep excavations.

Its power plant is the famous Dual-Valve, Dual-Ignition Pierce-Arrow engine. It develops 25 per cent more power—and *saves 25 per cent in fuel.*

Its worm gear drive, pioneered 17 years ago by Pierce-Arrow, operates silently in a bath of clean oil. It is designed to deliver 100,000 to 200,000 miles of efficient trouble-free service.



ARROW→ TRUCK

A 100,000 Mile Worm Drive



Silent, efficient, trouble-free, operating always in a clean bath of oil, Pierce-Arrow's celebrated worm drive is built to last 100,000 miles.



Pierce-Arrow trucks may be purchased, if desired, under attractive financing arrangements. Write us or ask your nearest distributor for details.

Drivers like its easy steering, its ability to turn short.

Built like all Pierce-Arrow trucks have been built—to yield 12, 15 and even 17 years of service, the new H-B model carries more loads with fewer idle hours and with greater profit than any previous Pierce-Arrow heavy duty truck.

The Pierce-Arrow distributor in your locality will prove this. Ask him about it.

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13' 0" wheelbase	\$4500
15' 0" wheelbase	\$4550
16' 6" wheelbase	\$4600

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FLEET-ARROW LINE, carrying a 1,500 to 4,000-lb. pay load, includes chassis sizes of 140" wheelbase, \$2,450; 160" wheelbase, \$2,500; 180" wheelbase, \$2,550, for chassis only at Buffalo.

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A high speed range for fast running—a low speed range for hard pulling. The control has been simplified. The gears are shifted in the usual way with the customary gear-shift lever.

The change from one transmission range to the other is controlled by a special lever located at the driver's fingertips at the front of the cab seat.

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Please send me literature on the H-B Pierce-Arrow 20,000 lb. V.G.W. truck.

Name.....

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The NEW Pierce-Arrow Truck is built to these amazing specifications

GENERAL DIMENSIONS

Wheelbases.....	13'0"	15'0"	16'6"
Dash to rear of seat.....	46 $\frac{3}{4}$ "	46 $\frac{3}{4}$ "	46 $\frac{3}{4}$ "
Back of seat to center line of rear axle.....	76 $\frac{15}{16}$ "	100 $\frac{15}{16}$ "	118 $\frac{15}{16}$ "
Back of seat to end of frame.....	131 $\frac{1}{2}$ "	155 $\frac{1}{2}$ "	173 $\frac{1}{2}$ "
Axis of rear axle to end of frame.....	54 $\frac{1}{2}$ "	54 $\frac{1}{2}$ "	54 $\frac{1}{2}$ "
Track-front.....	69 $\frac{1}{2}$ "	69 $\frac{1}{2}$ "	69 $\frac{1}{2}$ "
Track-rear.....	67 $\frac{1}{2}$ "	67 $\frac{1}{2}$ "	67 $\frac{1}{2}$ "
Overall width-front.....	81 $\frac{1}{2}$ "	81 $\frac{1}{2}$ "	81 $\frac{1}{2}$ "
Overall width-rear.....	84 $\frac{1}{2}$ "	84 $\frac{1}{2}$ "	84 $\frac{1}{2}$ "
Turning radius.....	25'0"	28'0"	30'0"

ENGINE—4 Cylinder, 4" x 5 $\frac{1}{2}$ ", SAE rating 25.6 HP.—Governed speed 1600 RPM. Dual valves. Bloc cylinder with large jacket capacity; Bores ground and honed to close tolerances. Develops in excess of 48 HP.

LUBRICATION—Force feed to all bearings including wrist pins by geared pump located in oil pan and driven from cam shaft.

CARBURETOR—Pierce-Arrow Stromberg; adjustable heat regulator on manifold. Choke control from dash. Hot spot inlet manifold heated from the exhaust gasses.

CRANK SHAFT—Three bearing, drop forged, heat treated high carbon steel. Bearings: Main, 2 $\frac{3}{4}$ " dia., connecting rod, 2 $\frac{1}{4}$ " dia. Static and dynamically balanced.

CRANK CASE—Aluminum alloy casting.

IGNITION—Delco dual six volt system; gear driven generator and distributor. All high tension wiring carried in conduit. **BATTERY**—Six volt, 70 Ampere hour, three cell battery, flexibly mounted under the driver seat. **GENERATOR**—Six volt with integral cut out. Optional, **STARTING MOTOR**—Six volt with manual engagement.

TRANSMISSION—Special seven forward speeds and two reverse speeds; transmission mounted amidships with three point suspension. Case hardened and ground gears; all shafts mounted on ball bearings. Standard SAE large size power take-off opening on right side.

GEAR RATIO AS FOLLOWS

Ratios	High Range	Low Range
1st Speed	3.38	9.50
2nd Speed	1.61	4.53
3rd Speed	1.00	2.22
4th Speed	.78	1.00
Reverse	3.97	11.18

FRAME—Heat treated chrome nickel $\frac{5}{16}$ " pressed steel. Four heavy cross members rigidly gusseted to side members. Maximum frame section 7" deep by 3" flange width.

REAR AXLE—Full floating worm drive type. Cast steel heavily ribbed, center section with inserted heat treated nickel steel tubes carrying spring seats and wheels. F J type worm gear and case hardened steel worm supported in cast steel carrier. Worm, gear and differential bearings ball type.

RADIUS RODS—Tubular type, forged steel eyes at each end. Ball and socket swivel mounting at rear end. Front end anchored to substantial frame brackets.

BRAKES—Foot or service brake mounted on propeller shaft, rear of transmission. Total braking area 128.75 square inches. Hand or emergency brake, mounted on rear axle with two expanding shoes in each drum. Total braking area 347.8 square inches.

WHEELS—Cast steel wheels front and rear.

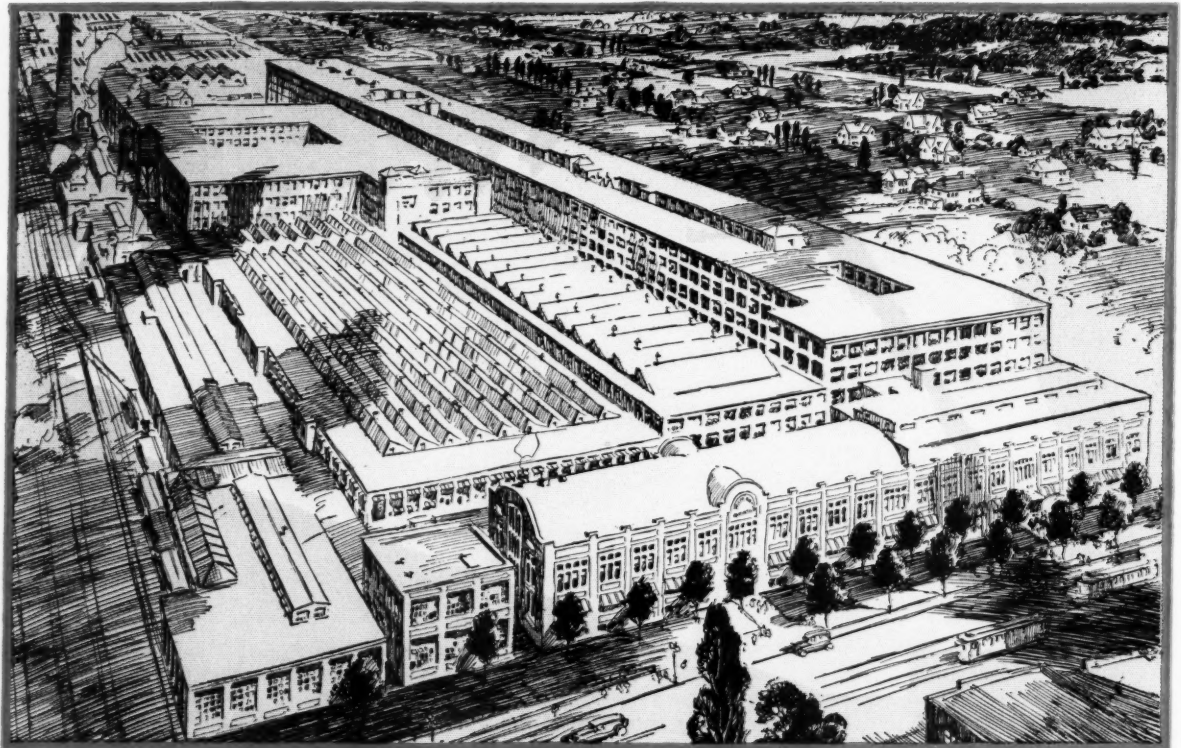
TIRES—Solid 36 x 5" front, 36 x 6" dual rear. Pneumatic 38 x 7" single front, 40 x 8" dual rear.

STANDARD CHASSIS EQUIPMENT—Driver's seat, bumper, electric head and tail lamps, generator and storage battery, dash, governor, ammeter, oil gauge, pressure gauge, hand horn, front and rear license brackets, running boards, tool box, and a complete set of tools.

ROAD SPEEDS

Solids—	Engine RPM	Axle	Direct	Over Gear
Wheel				
36"	1600	10	17	22
36"	1600	12	14.2	18.3
Pneumatics—				
40 x 8"	1600	10	18.9	24.4
40 x 8"	1600	12	15.8	20.4

CHASSIS WEIGHT—Including standard cab and full charges of gas, water and oil, 8,400 lbs. to 8,800 lbs., depending upon wheel base and tire equipment.



The Pierce-Arrow factory, occupying 45 impressive acres, is a great institution with a great record. It offers you convincing assurance of a highly protected motor truck investment.

(Continued from page 32)

ment of employment, or be an act wholly foreign to his usual work. In other words, if the employee is injured while not attending to his regular duties, he is not deemed within the scope of the employment unless it is shown to the satisfaction of the Court that it was an innocent or inconsequential departure from the regular or authorized employment. (139 Atl. 192.)

Moreover, cause, place, and time of accident may differ radically from the requirements of such essentials.

For instance, the cause which entitles the workman to compensation may be from defective conditions of the premises, or insuitable equipment, or mere accident for which occurrence neither the employer nor the employee is responsible. But although the injury was sustained in conduction of the employer's business, the employee is not entitled to compensation or damages if the injury resulted through the latter's negligence, contributory negligence, willfulness, recklessness, or as a result of the act of a fellow employee.

Moreover, the employer is not liable unless the time the injury is received is during the hours of the employment. However, this includes hours of leisure set apart in working hours for rest, recreation or refreshment, or attending to calls of necessity. It does not include every hour of the day. Nor does it include the time when the employee is off the premises, not engaged in the employer's business, or while he is at home preparing for work, or in coming to or after leaving the premises where the work is done. (289 Pac. 401; 137 Atl. 625.)

The Courts have consistently held that the incident necessary to constitute a break in the course of the employment by which the employer is relieved of liability must be of a pronounced character. And although all other essentials be present, necessary to make the employer liable, the term "in the course of employment" does not include (1) injuries received while the employee is away from the actual place of employment, providing the deviation or departure is wholly foreign to his regular duties, and amounts to a permanent or temporary abandonment of employment; (2) injuries received in the commission of an act which is in direct violation of the law; or (3) an act contrary to the reasonable rules and regulations made by the employer, and of which the employee has notice. (272 Pac. 56.)

The cause, place and time of the accident may come within the express terms of the laws in favor of the injured employee receiving compensation, and yet the employer is not liable if the accident happens through any of the three last mentioned causes.

Injury Received While Employee Is Leaving Work

GENERALLY speaking, an employer is not liable for injuries received by an employee while he is going to and

from work, unless the act causing the injury is done expressly for the purpose of rendering a service to his employer.

For example, in *Langenheim v. Industrial Commission*, 158 N. E. 605, an employee was shot and killed by a robber immediately after he quit work and started for home. In this case it was contended that inasmuch as the employee was at the time of his death on the premises of his employer and en route to his home, his death arose from the scope of his employment. However, as the injury did not result from an act intended to serve his employer, the Court held the latter not liable, and said:

"It is our unanimous judgment, after learning the facts in the case at bar, that the death resulting from the revolver of a burglar, in no way connected with the company, creates a situation which is in no manner related to the employment, and therefore the fatality does not arise in the scope of the employment and is in no manner connected therewith."

On the other hand, in the recent case of *Harland v. Trail*, 280 S. W. 954, it was disclosed that while a workman was walking over his employer's premises on the way to his work he saw an electric wire lying on the ground across his path. The employee attempted to remove it, and in doing so he was killed. The Court held that this employee was acting within the scope of the employment, because the act resulting in his death was done expressly for the purpose of serving his employer. This Court said:

"When he saw the electric wire lying across his path, he realized that its presence rendered the master's premises unsafe, and subjected his fellow employees to great danger. The situation was such that, if he failed to take steps to remove the danger, and death or injury resulted, the master would naturally feel aggrieved that he had not protected his interests. In attempting to meet the emergency and remove the danger, he was actuated solely by an impulse to serve his master, and did only what an old and faithful employee would be expected to do in the circumstances."

Also, in the recent case of *Robert Scherer v. Commission*, 166 Pac. 318, the Court explained the law on this subject, as follows:

"In order to recover compensation, the employee must at the time of the alleged accident be performing a service growing out of and in the course of his employment, and when the servant, of his own accord and without the direction of the master, steps outside of the scope of his employment, whether on the master's business or his own, the master owes him no duty as to the dangers he encounters and is not liable for any injury received."

Independent Contractor Rule

FREQUENTLY litigation arises where an employee is injured while doing work for a person or firm at his employer's request. The law is well established that the warehouseman is liable

for an injury sustained under these circumstances if the man when injured was working under instructions given by the warehouseman.

For example, in *Russell v. Joplin Transfer & Storage Co.*, 155 S. W. 53, it was disclosed that the Joplin company was hired to transfer a boiler. When the property arrived at its destination the storage company sent extra men to assist the customer in properly placing the boiler. These employees were sent by the storage company in response to a request of the customer. While the work was being done one of the employees was seriously injured. He sued the storage company for damages. The latter attempted to avoid liability on the contention that when the workman was injured he was in the services of the customer to whom the employee had been loaned. However, as it was shown that the storage company was to receive from its customer a definite amount of money for the services rendered, it was held that the workman actually was in the employ of the storage company when the accident occurred, which made the latter company liable.

On the other hand, if a warehouseman hires an employee to another, and the latter assumes full control over the workman and supervises the work being done, the warehouseman is not responsible for injuries which may be sustained by the employee.

The rule for determining who is liable is:

Did the warehouseman retain any authority of how the employee should perform the work?

If so, the warehouseman is liable for the injuries.

Injuries to Minor Employees

A COMMON source of litigation arises where an injury is sustained by a minor employee, or one who is ignorant of safe methods of performing the duties assigned to him.

The law is established that, as a general rule, it is the duty of one who employs minors, under legal age, to take notice of their age and ability to understand dangers before assigning them to their duties. The employer should give proper and complete instructions to protect them from risks which, by reason of their tender age, they cannot properly realize.

Moreover, the same rules are applicable to the employment of persons inexperienced and ignorant of the duties which they are required to do.

The reason for this rule of the law is that it is assumed that the warehouseman possesses more knowledge concerning the work and its dangers which the workman, by reason of ignorance and inexperience, does not possess.

On the other hand, the employee's lack of experience or knowledge will not entitle him to damages where the conditions causing the injury are such that the dangers would have been obvious to other persons of equal intelligence while in the exercise of due care.

For example, in *Jenson v. Will & Finck Co.*, 89 Pac. 113, the litigation involved injuries to a boy, 12½ years of age, who was ordered to remove certain goods from a warehouse by loading them on trucks, and using an elevator. The elevator was without sides. When using the elevator one of the trucks rolled off, knocking the boy off the elevator and severely injuring him. The testimony disclosed that the boy was inexperienced and the employer failed to warn him of the dangers connected with the work. In holding the injured boy entitled to recover \$7,500 damages, the Court said:

"The principles of law governing this class of actions are clearly defined. It is well settled that one who enters the services of another takes upon himself the ordinary risks of employment; and if he is an adult, and engages to do a particular work, the employer has a right to presume, unless otherwise informed, that the employee is competent to perform it, and understands and appreciates such risks. But, on the other hand, when one who is known to be an inexperienced person is put to work upon machinery which is dangerous to operate unless with care, and by one unfamiliar with its structure, the employer is bound to give him such instructions as will cause him to fully understand and appreciate the danger attending the employment and the ne-

cessity for care. . . . The very accidents of childhood come from thoughtlessness and carelessness, which are but other words for absence of judgment. . . . The ordinary care which a child of limited judgment and experience is called upon to exercise in a given act is not the same quantum of care which the adult would be called upon to use under the same circumstances. Each is required to use ordinary care, but the amount of care which the person of perfected intelligence and judgment must employ is very different from the amount which the law in this humanity exacts of a minor."

Also, in the recent case of *Wells v. Kentucky Warehouse Co.*, 138 S. W. 278, it was disclosed that a boy, 13 years old, employed by the Kentucky Warehouse Co. was requested by the foreman to go upon a tank and pull up a hose for the purpose of putting water into a smaller tank. In order that the boy might be able to pull up the hose he was told by the foreman to stand upon a narrow, slippery plank over another tank which was partly filled with scalding water. The boy got upon this plank only to have his foot slip and cause him to fall into the large tank containing hot, scalding water, which resulted in scalding his legs and making him a cripple for life.

The lower Court held the warehouse company not liable for the injury, but

the higher Court reversed this verdict and, in holding the boy entitled to compensation for the injuries sustained, said:

"The law is well settled that, if a master or his servant knows that a child, too young to appreciate his danger, is in a place of danger, and fails to use reasonable care to prevent the child from being injured, the master is responsible."

Ordinarily, where the minor is employed with the parent's consent and is retained in the performance of the same kind of work, the employer's liability for damages to the parents, as a result of injuries sustained, is the same as where an adult is injured. However, if the minor is changed to more dangerous work without the consent of the parent, the employer's liability is importantly increased.

For example, in a recent case which involved this point of the law the Court held that an employer who orders a minor to work at a more dangerous occupation, without obtaining the consent of the parents, is liable for damages as a result of the injury *whether or not the same is sustained through fault or negligence of the minor*. In other words, under these circumstances, the employer becomes an insurer that the minor will not sustain injuries in the changed vocation.

\$250,000 Safe Deposit Vault Is One Feature of New Lincoln Plant, New York

THE Lincoln Warehouse Corporation, New York City, having recently removed 1700 loads of household goods, representing storage on five floors, from its former plant on East 42nd Street to its massive new depository on Third Avenue from 69th to 70th Street, is now fully established in its modern home. On the site where the former warehouse stood is being erected a massive office building that will have 10,000 tenants.

Added dignity is given to the Lincoln's new warehouse by reason of two banks occupying ground floor space. At 70th Street is the Bank for Savings, the oldest savings institution in New York State. At 69th Street is the Bank of Manhattan Co., founded by Aaron Burr and the oldest commercial banking establishment in the city.

One of the features of the Lincoln's new home is a safe deposit vault which cost \$250,000. This vault, illustrated herewith, contains 2500 safes, varying in size, and the company has a capacity for 2500 additional safes, as immediately above the vault shown in the picture is one filled with safes taken from the old 42nd Street plant.

The safes in the vault here shown are faced with stainless steel, which avoids the constant use of oil to keep down the rust. The boxes are fitted with double-nosed locks of the latest construction and the keys of these are at no time in the possession of the company's clerks except for the few moments when they are handed in sealed packages to the depositors.

The coupon rooms in connection with these vaults have been arranged in every way to overcome carelessness by customers. The table in each coupon compartment is of heavy transparent glass. All the envelopes and papers re-

quired are in glass racks fastened to the under side of the table. Nothing is on top of the table except the depositor's papers and the inkwell. Waste baskets are not permitted in these rooms, elimi-

(Concluded on page 45)



View of the \$250,000 safe deposit vault installed in the new depository of the Lincoln Warehouse Corp., New York

Keeping Up With the Developments in the Motor Truck Field

FOR the busy executive of a warehousing business who is keen to keep abreast of the times there are several important new things to think about in the field of motor hauling. Developments are following one another at a rapid pace, and all have a distinct bearing on the cost and opportunities of handling the hauling requirements of any warehouse business, regardless of its size. There are many advancements being made on the manufacturers' side of the industry, and some of these will be discussed in this department, which is conducted

By PHILIP L. SNIFFIN

THIS MONTH

Matching Truck Needs with Maintenance Methods—New Slants on Problems of Up-keep—The Maximum Fleet Available for Peak Periods—New Truck Models

IN a business in which the demand for delivery equipment is subject to wide fluctuations as it is in the moving and warehousing field it is necessary, for various reasons, carefully to schedule the work of fleet maintenance.

The manner in which a warehouse owner plans his truck maintenance is a highly important factor in motor truck economy.

Maintenance scheduling works as an economy in two ways.

First, by planning the work of inspection, adjustment, repairing and overhauling, it is possible to keep the shop force constantly busy, thus eliminating overtime work in periods in which the shop is ordinarily crowded with work and eliminating idle time in periods that are ordinarily dull.

Second, maintenance scheduling permits the work of upkeep to be matched with actual operating needs so that the maximum number of vehicles will be available during peak operating periods.

Experience shows that the best method of scheduling maintenance is to base each week's program in advance on

the records of truck activity in previous years. In other words, the records of previous years are used to forecast truck requirements for each week of the coming year, allowance being made for any increases or differences which exist due to the growth or change of the business in the current year.

The approximate requirements for any one week are thus predicted on a fairly accurate basis. The difference between the predicted requirements for any week and the number of vehicles in the fleet shows the maximum number of vehicles that may be scheduled for the shop during that week.

Where a business involves different branches which require different kinds of trucks it is the best policy to make separate forecasts for each type of truck, as the peaks in the two classes may not coincide. In periods which represent the peak of truck requirements (which may represent a solid month at a time) it is possible to plan in advance so that all trucks will be in running condition and will not need serious attention during that time. In such a period the shop force can be kept busy on building, rebuilding or painting bodies or on general work connected with other fields of the business.

How Planning Helps

THE important point about up-keep scheduling is that it enables the maintenance policy to run more smoothly. It avoids the condition so often experienced in which, during a peak period, trucks are tied up and cannot be used. It gives the repair shop a uniform flow of work and thus enables up-keep to be systematically and adequately handled at a very minimum of cost.

Such scheduling of operating and up-keep requirements in advance also helps in other ways. It is a good means of determining in advance the correct method of augmenting the truck fleet, either by installing additional vehicles

as requirements grow or by hiring vehicles during the peak seasons.

Most concerns are able to set some approximate figure (on a basis of their own experience in previous months or years) which will provide an indication as to when such additional trucks should be owned or rented. But in addition to this it must be considered that there are advantages in owned vehicles which may not be revealed by a cost comparison.

For instance, some concerns have figured that if they can provide forty or more full working days a year for a light vehicle it is cheaper to own one than to hire one at \$2.50 an hour, or whatever the rate for renting may be in that locality.

However, due to the fact that the bodies on the rented vehicles may not be exactly suited to the loading requirements, their daily productivity may be only 75 per cent of the owned truck which has been especially selected to perform this class of work most effectively.

It is wise, therefore, in planning truck use and in scheduling a smooth-running, adequate program of operation and maintenance, to forecast the number of vehicles needed as well as to forecast the work of the shop force. In doing this it is important to study delivery requirements so that the fleet may consist of the proper number of owned trucks and rented trucks.

Typical Maintenance Plans

EACH fleet of trucks requires its own particular kind of maintenance system, as no two sets of operating conditions are exactly alike. Therefore it is obviously impossible to suggest a plan which will be instantly adaptable to any concern's use.

Most of the better-working systems as used today call for the complete greasing of trucks every 1000 miles; the holding of every truck in the shop at least one day a month; and a written record of every maintenance operation entailed. A certain day each month is designated for the inspection of each truck, from which there is no variation. If anything radically wrong develops before the time for the monthly inspection, the truck, of course, is brought in at once. Provision is made also for the daily washing of all equipment and for weekly inspection of all batteries.

Drivers are required to cooperate by reporting immediately any faulty condition they may note in the vehicles they drive. These reports, which are written, are turned over to a competent mechanic for immediate action.

In a maintenance policy that has proved to be most successful for one concern the delivery department keeps a complete record of the regular monthly inspections; this gives the date of the inspections, meter readings, and names of the mechanics who made them. These sheets are turned into the office, examined, and filed away for reference at the end of the month. Mechanics are made to feel personally responsible for good work, as no opportunity is afforded them for shirking responsibility if they are at fault. If anything goes wrong on a job that should have been satisfactory, the last inspection report is examined. This reveals the exact nature of the inspection, and the blame is placed where it belongs. Two mechanics are assigned to each inspection.

If on going over a truck on its monthly inspection it is discovered that repair work is required, it is immediately shunted into the shop. Here an equally careful record of the work done is kept, together with the date, meter readings and the names of the mechanics doing the work. This record, along with inspection and other records, is sent to the office when the work is completed. The office again files all data according to the vehicle number for computation and reference.

A complete life history of every tire coming into the department has been another important factor in aiding this concern to keep costs down. A separate record sheet is kept of each tire; this gives the number of the vehicle to which the tire is applied, the wheel on which it is placed, the date when applied, date when removed, reasons therefor, repairs made, and cost, and finally information as to when it was reapplied and its mileage. Such a record gives the best sort of information on which to judge the efficiency of various styles and makes of tires.

Furthermore, as a result of these rec-

ords, this company has changed the tire equipments on all trucks from solids to pneumatics. By doing so it has accomplished a number of highly desirable things. In the first place it has doubled speed, which means a lessened per-hour cost; and in the second place it has cut maintenance cost on trucks and tires by about 25 per cent, again with a consequent reduction in the per-hour cost. Besides these savings in the transportation department there is less chance of breakage.

A somewhat similar record is kept on batteries; this enables the department to check performance against guarantees. The record shows the date of purchase, name of seller, number of recharges and condition of each cell at each recharge, and history of all work done.

Important Up-Keep Details

MANY fleet superintendents are taking steps to see that trucks in their charge are kept free of squeaks and rattles. In taking this action they are not unmindful of the fact that a noisy truck creates an unfavorable impression in the mind of the public and that drivers are averse to driving vehicles which make too much noise. Of most importance, however, is the knowledge that a squeak or rattle is an indication that some part of the vehicle is in need of attention and that increased maintenance cost or perhaps accidents may result from neglect of the warning given by the sounds.

A brake rod which touches a frame cross member as it vibrates causes an annoying rattle. The noise, however, is a symptom of a condition which may result in the brake rod wearing to the danger point in a comparatively short time unless the vibration is checked. If a loose frame bracket bolt is neglected the holes in both frame and bracket become oval and it is necessary to ream them and install larger bolts to insure a tight job.

Squeaks, while unpleasant, do not have the same significance as rattles. The condition indicated by a squeak is that two parts which should not have any relative motion are rubbing together or that there is lack of lubrication of the point of contact between two surfaces which are expected to rub. The consequence of neglecting squeaks is not serious, but they are not allowed to continue in well maintained fleets.

There are two general lines of attack on squeaks and rattles. The first is tightening or adjustment of parts which are in contact, and the second is lubrication to prevent noise due to rubbing of surfaces. Both of these methods can be tied-in with the routine maintenance plan so that noisy operation is prevented, in most instances. However, climatic and weather conditions may alter requirements, and any plan adopted must be sufficiently flexible to meet them.

A routine chassis inspection should reveal ordinary causes of rattles, but in some cases it may be necessary to make a special check of those features likely to cause noise. Loose spring shackles and worn spring bolts and bushings cause a distinctive sound. Smaller ports,

such as brake rods and clevises, also may attract attention. A loose tail lamp bracket can make a surprisingly large amount of noise and an insecurely fastened spare tire or bumper mounting makes a racket. Prevention of noise depends on painstaking care in the examination of each part likely to be responsible.

In most cases inspection for squeaks and rattles will be combined in one and remedies will be found for both as the inspection proceeds. Squeaks in light delivery vehicles can usually be located by rocking the vehicle while it is standing on the floor or grease rack. This plan does not work so well on heavy-duty vehicles and a trip over a rough road is necessary, a "listener" being taken along who perches himself at various points about the chassis and body.

Avoiding Idle Time

IT was stated at the beginning of this article that one of the biggest opportunities for truck economy could be found in matching the work of up-keep with the actual needs of the trucks so as to avoid idle time. A specific instance of how this has been done by a large operator of trucks will be valuable to all truck users, regardless of the size of the fleet. Unfortunately the best practice in this respect has been among large fleet users. The operator of a small fleet, when it comes to studying specific cases, will have to look to the big users and scale down their experience accordingly.

The case in point here is that of the motor vehicle department of the Bell Telephone Co., Pennsylvania. In the Philadelphia area of this company, by a new plan of up-keep, a saving of 10 per cent in fleet cost and a reduction of 50 per cent in idle time have been effected. This was done, briefly, by changing from a central to a district plan of maintenance.

Under the old plan the entire fleet was maintained and serviced in a centrally located and company-owned service station. The new plan provides for the maintenance and servicing of the Fords of the fleet by the Ford service stations and road inspectors in the various districts in which they operate. Vehicles other than the Fords are handled in the same manner, except that there are not so many service stations available. Work on heavy units is frequently done at night in the old central station, which also serves as one of the present district headquarters.

The fleet operates under unusual conditions and the district plan is practical and economical because it is adapted to these conditions. The plan overcomes the difficulty of maintaining a fleet scattered over a large territory which previously involved excessive dead mileage to and from the central station, and it takes advantage of the fact that the operating schedule permits roadside repairs and inspections while vehicles are in use.

The operating department of the company divided the city into six districts, and this same division is followed by the

motor vehicle department. Each district is allotted a sufficient number of motor vehicles properly to meet the operating requirements of the districts. The vehicles ordinarily remain in their respective districts and operate out of district garages, some of which are company-owned.

At the time of writing the new system has been in effect sufficiently long after the period of reorganization to permit the making of true comparisons between the merits of both plans.

Under the old plan the entire fleet was serviced at a central station, located in the North Philadelphia district. Certain Ford dealers located at strategic points within the districts are designated as official service headquarters for the Fords. Similar stations have been established for district headquarters, greasing and oil service, tire service and battery service. Only special work and enough to keep it constantly occupied is sent to the central station, which now consists of only fourteen men, a small stock supply of only the most essential items, and enough equipment to take care of ordinary repairs. It was decided not to abolish the central station entirely, so as not to be completely dependent on dealer service, and to help out in emergencies. The painting of all equipment is done at night under a regular schedule at the main station.

Each district is supervised by a road inspector who is responsible to the garage foreman in the central station. It is his duty to inspect every motor vehicle in his district once a month, make all repairs that can be done on the road, and recommend shop work when necessary. The inspectors also check the work being done by the service stations, seeing to it that no more work than was specified is done and that quality service is rendered.

The inspectors work on a very definite basis. Inspections constitute the regular order of work unless operators report defects in their vehicles. Operators reporting to work in the morning at the various district garages notify the road inspectors if anything is wrong with their vehicles. Urgent cases are repaired at once. The road inspectors make a note of the other reports, obtaining at that time the job locations of the vehicles for the morning, after which the operators take out their cars, and proceed on duty as usual.

When the operators are gone the inspector looks over his list and decides which of the reports deserves attention first. The inspector then drives to the point in this service car, examines the reported defect, and makes the repair at the curb if the nature of the defect is such as to permit a roadside repair. At the same time he inspects the entire vehicle, making out a special report in duplicate, the original of which he forwards at the end of the day to central headquarters. A copy is retained by him for his own record. If, in the opinion of the inspector, a vehicle requires shop attention the part or parts requiring it are designated on the report.

When finished with the job he again

consults his list, calls up the proper department for the location of the next job, and proceeds through the same cycle. In this way the inspectors put in their day and the cars are inspected and repaired while in actual service.

New Models

ACME MOTOR TRUCK CO., Cadillac, Mich.: Two new trucks, each a 2-ton, respectively models 340 and 346, are virtually twins except for the engines—a 4½ by 4½-inch four-cylinder Continental for Model 340 and a six-cylinder for Model 346. Standard on both trucks are four-wheel internal brakes providing a total braking area of 644 square inches. Wheels are Van metal spoke equipped with 32 x 6-inch pneumatic tires. The wheelbase is 156 inches and the turning radius approximately 20 feet.

Diamond T Motor Car Co., Chicago: Two 6-cylinder speed trucks have been added, equipped with Lockhead internal expanding four-wheel hydraulic brakes. Model 150, of 1-ton capacity, has a 127½-inch standard wheelbase. Model 302, a 2-ton capacity, is offered in 157¼-inch and 167¼-inch standard wheelbases and 176 inches special. The 1-ton has metal spoke wheels equipped with 30 x 5-inch pneumatics on all four wheels. The 2-ton is provided with Budd steel disk wheels unless single rear tires are specified, in which case steel spoke wheels are used; 32 x 6-inch pneumatic all around, dual rear are standard, and 32 x 6-inch front and 34 x 7-inch rear optional. Three standard body styles are available—high and low stake bodies and packer's express. A panel delivery and special grain and stock body are also supplied for the 1-ton.

Duplex Truck Co., Lansing, Mich.: A 5-to-7-ton tractor for semi-trailer and four-wheel trailer has been added. This new unit, Model M, is built also as a 5-ton truck. While it is built to standard tread of 69½ inches, the wheelbase is optional. It is powered by a six-cylinder Buda engine. Metal wheels are used. Tire equipment is optional but standard equipment calls for 34 x 7-inch solid duals in the rear.

Gotfredson Truck Corp.: Four 4-cylinder trucks are announced—of 1½, 2 and 2½ tons, Models B-24, B-34 and B-44, respectively, and a utility dump truck known as Model 30-C. Cast steel wheels carry 32 x 6-inch pneumatics on the 2-ton and 34 x 7-inch pneumatics on the 2½-ton, and the respective wheelbases are 150 and 160 inches. On the 1½-ton the tires are 30 x 5-inch cords mounted on cast metal wheels.

Graham Brothers, Detroit: A complete line of 6-cylinder trucks and commercial cars with larger capacities, longer wheelbases, 4-wheel brakes and improvements in motive power, construction and appearance has been announced by this truck division of Dodge Brothers, Inc. Chassis prices, f.o.b. the factory, are \$775 for the Commercial; \$995 for the short wheelbase of the 1½-ton and \$1,065 for the longer wheelbase; \$1,345 and \$1,415 respectively for the

short and long wheelbase chassis of the 1½-ton; and \$1,595 and \$1,665 respectively for the short and long wheelbase chassis of the 2½-ton. The Merchants Express model equipped with panel body sells for \$845, the chassis price being \$665. Increased loading space and carrying capacity are insured by the longer wheelbase and room construction of the bodies. The wheelbase on the Merchants Express has been increased from 108 to 110 inches; the Commercial Truck wheelbase is 120 inches; the 1½-ton, 130 inches; the 1½-ton, 150 inches; and the 2½-ton, 165 inches.

Selden Truck Corp., Rochester, N. Y.: Production is announced of a new 1-ton equipped with a Continental six-cylinder engine, features including four-wheel brakes and a loading space 9 feet long. Malleable iron wheels of the spoke type are fitted and are equipped with 30 x 5-inch pneumatics all around. The wheelbase is 142 inches. The truck has a maximum speed of 50 m.p.h., but normal maximum speeds are between 30 and 35 m.p.h.

Studebaker Corporation of America, South Bend, Ind.: A fast delivery chassis for heavy loads has been introduced in three types—Model 75 Junior of 158-inch wheelbase, listing at \$2,410; Model 76 Special on 184-inch wheelbase at \$2,775; and Model 75 Heavy Duty on 184-inch wheelbase at \$3,275. Weights respectively are 4400, 4680 and 5400 pounds. These, with the Studebaker ¾-ton at \$925 and the Erskine ½-ton at \$650, complete the Studebaker commercial vehicle line. The Studebaker 75 engine, which has been refined to deliver in excess of 90 hp., is used in the new chassis, which are designed to carry loads up to 2½ and 3½ tons.

Oklahoma City Truck Terminal

A union motor freight terminal will be placed in operation in Oklahoma City early in July and is expected by its sponsors to become one of the State's shipping centers. It will contain storage space, together with loading and unloading platforms where freight trucks may enter and leave according to their schedules. Nearly thirty truck lines are today operating out of Oklahoma City. The structure will be 75 by 140 feet.

A. J. Harrell, G. C. Harrell and M. M. Harrell, who have incorporated the business, plan a pick-up service within the city.

Preble With Brockway Co.

T. L. Preble, for the past eight years with The White Co., Cleveland, has been appointed assistant general manager of the Brockway Motor Truck Corp., manufacturers of Brockway and Indiana trucks. He has had long experience in automotive transportation, including service with the French and American armies in France, where he was attached to General Pershing's general headquarters.

FROM THE LEGAL VIEWPOINT

By Leo T. Parker

International's "Our Offer" Contract Held Not to Be "Meeting of Minds"

UNDER a decision recently handed down by the Appellate Term of the Supreme Court of New York, First Department, this so-called "our offer" contract of the International Transportation Association, Inc.,—a contract widely distributed in the public warehouse industry about two years ago—was held to be invalid in that the Court held that it did not represent "a meeting of the minds."

The Appellate Term held further that the form was "skillfully devised to deceive the unwary into believing that the signer would be merely submitting requested information and that listing" in an International Transportation Association Directory "was to be gratuitous."

The Bloomingdale Rubber Co., 501 Fifth Avenue, New York City, filled out one of these forms. The rubber firm alleged it was merely verifying "copy" for a directory published by the International and that it was not the rubber company's desire or intention to contract for advertising space. Shortly thereafter the firm was billed in the amount of \$50 by the International. The latter, when payment was refused, brought suit against the rubber firm in the Municipal Court, New York City.

The case was tried on Oct. 13, 1927, and in a decision handed down on Nov. 24 the International was awarded a judgment of \$50 and costs against the rubber company.

Higher Court's Ruling

Immediately thereafter the Bloomingdale company appealed the decision. The case was argued before the Appellate Term of the Supreme Court during April. On May 15 the judgment of the lower Court was reversed and the original complaint of the International was dismissed. Justices Bijur and Delehanty of the Appellate Term ruled as follows:

"The so-called contract, plaintiff's exhibit 1, was not a binding agreement and did not represent a meeting of the minds. The exhibit was skillfully devised to deceive the unwary into believing that the signer would be merely submitting requested information and that listing would be gratuitous. Plaintiff, a foreign corporation, could not maintain the action as, although doing business in New York State, it had not filed the certificate required by Section 10 of the Stock Corporation Law.

"Judgment reversed, with \$30 costs, and complaint dismissed with costs."

What Don't You Know?

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

Concealed Damage

LEGAL EDITOR, *Distribution and Warehousing*: We ship kitchen cabinets in carload lots from Frankfort to a Brooklyn, N. Y., warehouse. The cabinets are then shipped to the surrounding territory by rail. As an example—via the New York, New Haven & Hartford to New Haven, Conn. Shipment arrives and is delivered in apparent good order, but upon receipt of shipment by customer, he unpacks same and a concealed damage develops. When claim is presented and declined on the basis that the merchandise moved on a two bill of lading movement and while damage is very evident at destination, the carriers are inclined to believe that they are not liable on account of the concealed damage resulting at final destination after the cabinets had moved from point of manufacture to warehouse and then to customer without being uncased at distributing point. What is your opinion?—*McDougall Co.*

Answer: At present the law is well established, as was held in *Rio Grande v. Campbell*, 288 S. W. 539, that the shipper may hold the initial carrier liable for damages to property occasioned by the negligence of the connecting carriers. Therefore where goods are damaged in transit the shipper is not compelled to seek damages from the connecting carrier, but he may sue the carrier who accepted the shipment. This Court said:

"This was an interstate shipment and Congress has provided that the initial carrier shall be liable for all damages arising to goods being transported, whether the damages occur through the negligence of the initial carrier or any connecting carrier."

On the other hand the rule is well settled that, if goods are delivered to a carrier in good condition and arrive at their destination in a damaged condi-

tion, a *prima facie* case of liability against the carrier exists, and the latter is bound to prove that the damage did not arise from its negligence. This rule cannot be invoked by a shipper, however, until he proves in Court both delivery to the carrier in good condition and delivery by the carrier in a damaged condition.

In *Wood v. Illinois Central*, 240 Ill. App. 6, it was held that, where goods are damaged in transit, the common law requires proof that the damage occurred on the initial company's line.

Therefore, the final carrier, under the present laws, may rightfully contend that the initial carrier is liable, unless proof by examination shows good condition of the cabinets when they were delivered to the final carrier.

A Mortgaged Car

LEGAL EDITOR, *Distribution and Warehousing*: We have a second hand auto in storage, on which there is a mortgage. The matter was taken up with the holder of the mortgage last fall and he promised to look at the car and ascertain if he could use it. However, he now refuses to have anything to do with the car; neither will he permit us to sell it.

We would like to know if we would have a legal right to dispose of this car for storage charges, as it has been in our warehouse for eighteen months and nothing has been paid.

Is the holder of the mortgage liable for the warehouse charges since last fall and have we a right now to offer it for sale?—*Mitchell Warehouse Co.*

Answer: It is well established that a warehouseman can advertise and sell goods that are not called for, provided a State statute authorizes such sale. Otherwise he must obtain an order from a Court of competent jurisdiction to permit him to sell. (109 Ill. App. 631.)

If there is a chattel mortgage on stored goods, the mortgage always is prior to the warehouseman's lien for storage or other ordinary expenses. In some localities, however, it is held that expenses, such as repairs and the like, which are necessary to maintain the stored property in good condition, have prior rights to a chattel mortgage. However, this is not the general law with respect to a lien for storage, unless the holder of the mortgage knew you had this automobile in storage, and agreed to pay the charges.

Of course, your charges have priority if the mortgage was not properly recorded when you accepted the car for storage.

A very recent case of importance is that of the Manhattan Warehouse Co. 224 N. Y. S. 71. Here it was disclosed that a warehouseman accepted two articles for storage. Both articles were mortgaged. The mortgage on one of the articles was recorded, but not on the other.

The holder of the mortgage notified the warehouseman that he intended to foreclose both the mortgages. This Court held the warehouseman entitled to full payment of the charges on the property on which the mortgage had not been recorded, and payment for storage from the date the notice was received on the other goods of which the mortgage was properly recorded.

In other words, the Court held the warehouseman entitled to recover storage charges on the goods on which the mortgage was recorded, from the date the holder of the mortgage knew the goods were in storage and constructively assumed control over the goods and consented to the warehouseman keeping the goods in storage.

Therefore, if the holder of the mortgage on this automobile impliedly agreed to be responsible for the charges or in any manner assumed control of the goods, he is liable for the storage charges.

In cases of this kind you should always obtain a written agreement from the holder of the mortgage to assume responsibility for storage charges.

Reporting Removals

LEGAL EDITOR, *Distribution and Warehousing*: Please render opinion on the validity of "an ordinance to require persons moving household furniture or personal effects of people changing their places of residence from place to place in the city of Portsmouth or from some place within the city of Portsmouth to some place beyond the limits of the city of Portsmouth, to furnish information regarding such removal to the city collector of the city of Portsmouth, and making it unlawful to give a fictitious name."—*Mutual Exchange Warehouse*.

Answer: I believe, in view of this previously decided higher Court case, the principle of the law presently in controversy is valid and enforceable.

In the case of *Lawson v. Judge of Recorder's Court*, 175 Mich. 375, it was disclosed that a city ordinance required the drivers of moving vans to keep a record of the place from which and the place to which they transported household furniture, and to file weekly statements of this information with the police commissioner. The validity of this ordinance was contested, but the higher Court held it valid, saying:

"Persons who are engaged in the business of draymen or truckman for transportation of goods and merchandise within a city are held to be common carriers. A common carrier has been defined as one who undertakes for hire or reward to transport the goods of such as choose to employ him from place to place. The business of a public moving van company clearly comes within this

definition, and there can be no question that they carry on their business subject to the rules governing common carriers."

Selling Goods for Charges

LEGAL EDITOR, *Distribution and Warehousing*: What are the legal requirements in Michigan regarding the selling of household goods for storage charges? Can we include carting, wrapping, or crating and the warehouse in-charge along with storage charges to make up a year's storage charges against a lot of goods for sale at public auction?—*Battle Creek Storage Co.*

Answer: According to the Michigan statutes (1915) at my hand you have a lien on stored goods for all charges including storage, cartage, advertising, cost of sale to recover your charges, etc., unless a negotiable receipt is issued, and then you have a lien on charges accruing after the date of the receipt.

After the goods are in storage for one year, and before selling them, you should give written notice to the owner at his last known address, including an itemized statement of the charges, a description of the goods, a demand of payment before a day mentioned (not less than ten days from the time the notice reaches its destination), and a warning that you intend to advertise and sell the goods. Then advertise the goods once a week for two or three weeks in a newspaper published at the place the goods are stored. The goods may be sold not sooner than fifteen days from the date of the first publication of the notice of the intended sale.

I advise you to consult a local lawyer, as the legal procedure is complicated.

Conditional Sale Contract

LEGAL EDITOR, *Distribution and Warehousing*: We delivered a load of furniture to Scranton, Pa. Our client paid the driver with a check which was not certified. Our driver was not satisfied with this check, so he placed a baby grand piano in storage.

Several days later our client wrote to us and said he did not have sufficient funds in the bank for us to deposit the check. He mailed us a money order for \$35 with a promise to pay the \$37 balance in a few days.

Unbeknown to us the piano was purchased on a conditional sale contract. Now the piano company desires to remove it from storage.

Is it possible for us to hold the piano for our balance of \$37, and also for the storage charges accrued on the piano to date? What can be done in regard to securing the unpaid balance from our client?—*B. G. Costich & Sons, Inc.*

Answer: If the conditional sale contract was properly recorded to take the same status of a mortgage, you cannot hold the piano for storage charges.

If, however, the conditional sale contract was merely signed by the purchaser and in it he agreed to pay a stipulated amount each stated period, then you are entitled to hold the piano for charges, including your bill for moving.

If the circumstances are such that you

cannot hold the piano, then the holder of the recorded mortgage or contract of sale is liable for storage charges from the time they notified you that they intended to take the piano, 224 N. Y. S. 71, and you should sue your client for balance and obtain a judgment for the amount.

Missing and Spoiled Goods

GENERALLY speaking, a warehouseman is not liable for goods which are missed after delivery is made to the owner or his authorized representative, provided the warehouse receipts or a written order from the holder of the receipts is presented authorizing delivery of the goods.

On the other hand the warehouseman is liable who delivers stored merchandise without proper and legal authority if later he is unable to introduce testimony disproving the owner's contentions that the goods were damaged prior to the date of the delivery or that some of the merchandise was missing.

For instance, in *First National Bank of Long Beach v. Crown Transfer & Storage Co.*, 264 Pac. 534, it was disclosed that the Braden Preserving Co. operated a factory at Pasadena and stored its manufactured products in a warehouse at the same place. The Braden company from time to time borrowed money from a bank and issued promissory notes. To secure the repayment of the borrowed money it pledged to the bank the goods stored in the warehouse. The amount of the bank's claim against the Braden firm at all times greatly exceeded the value of the goods in the warehouse.

The quantity of stored goods varied from day to day, as from time to time certain merchandise was stored, some was sold and taken out, and more was received. Finally the entire merchandise in storage was contracted to be sold, and was to be shipped on board a vessel anchored at the wharf. The Braden company negotiated the sale, and engaged the warehouseman to transport the merchandise at \$4 a ton.

Clark, a representative of the bank, after conferring with the manager, Mr. Baer, of the Braden company, regarding the sale of the goods, wrote the warehouseman as follows:

"The writer will call upon you Saturday morning and surrender the warehouse receipt held by us, and in the meantime kindly assist Mr. Baer in getting these goods ready for shipment."

In view of this letter the warehouseman proceeded with reconditioning and delivering the goods without presentation of the receipts.

The goods consisted of preserves, jams, jellies, etc., in cases. Some needed repacking, and many of the cases needed repairing. In fact some of the goods were in such condition that it was necessary to reboil them, etc. The available space to do this reconditioning and machinery therefor could not be had at the warehouse. Nevertheless much of the work was done there, although some of the goods were taken to the factory of the Braden company for reconditioning.

As the reconditioning proceeded it was learned that some of the goods were spoiled so badly that they could not be reconditioned.

When the goods were received at the wharf the bank's representative contended that the warehouseman had not delivered all of the merchandise represented by the warehouse receipts.

The bank sued the warehouseman to recover the value of the spoiled and missing goods on the ground that the warehouseman had not been authorized in writing to deliver the goods to the Braden company. Unfortunately the warehouseman had not maintained records of the amount of the goods delivered, but he argued that the aforementioned letter was a proper and legal written authority to deliver the goods without presentation of the warehouse receipts.

However, the Court held the warehouseman liable for payment of all the missing and the spoiled goods, saying:

"We will concede for the purposes of this decision that Mr. Clark's letter was, among other things, an authorization for the workmen to take some of the goods to the factory of the Braden company for the purpose of reconditioning them. However, for the protection of the good names of each party, and in the exercise of ordinary care, it would appear that a record would have been made of the goods so taken and of what became of them."

Liability for Verbal Promise

IT is important to know that a warehouseman may assume obligations by giving a verbal promise to a person whom he authorizes to sign a contract. Moreover, this statement is true irrespective whether the employee who signs the contract informs the principal that he represents the warehouseman.

For example, in *Bernard v. Fidelity Union Casualty Co.*, 296 S. W. 693, the Kent H. Easter Warehouse Co. engaged a contractor to construct a building. The warehouse company verbally promised the contractor to pay the premiums of the insurance policies of the latter's workmen.

Through a mistake the contractor signed the applications for the insurance and the policies were issued in his name. Information was not imparted to the insurance company that the warehouseman had verbally agreed with the contractor to pay for the insurance, although the contractor had explained the agreement to the insurance agent.

The insurance company sued the contractor for the premiums due on the policies. In relieving the contractor of liability on the contract, and explaining the legal authority of an insurance agent, the Court said:

"It is elementary that a person may show that a writing which, if real, would bind him was a mere colorable transaction, and was understood by the parties at the time to be not a contract at all, and that the real contract was not in writing, and bound only another person. . . . An agent having power to solicit

insurance, negotiate contracts, agree on amount of advance or deposit premium, and agree as to whether premium is to be adjusted monthly, quarterly, or semi-annually, has authority, binding on the company, to enter into an agreement of the kind that the owner of the building should pay premiums for compensation insurance issued in the name of the contractor constructing the building."

Cold Storage Act

IN the case of *S. Miller Cold Storage Co. v. State*, 218 N. W. 192, the higher Court recently interpreted a section of the Uniform Cold Storage Act, which read as follows:

"Every such licensee shall keep accurate records of the articles of food received in and of the articles of food withdrawn from his cold storage warehouse, and the dairy and food commissioner shall have free access to such records at any time."

A dairy and food commissioner issued an order to the effect that each cold storage warehouseman should maintain complete records of the dates goods were received for storage, and the names of the owners of the goods. Upon failure of one warehouseman to do so, legal proceedings were instituted against him for violating the aforementioned section of the Uniform Cold Storage Act.

The lower Court convicted the warehouseman, where it was shown that he failed to keep an accurate account of the owners of stored goods and the dates when cold storage goods were received upon the premises. However, the higher Court reversed the verdict of the lower Court, and said:

"It is to be noted that the statute provides no penalty for the violation of any rule made by the dairy and food commissioner, who is authorized to make all rules and regulations necessary to carry the chapter into effect. We must consider the case on the basis of the statutory provisions unenlarged by any rule or interpretation of the dairy and food commissioner. . . . Manifestly, it is to the interest of the public as well as all other parties concerned that warehousemen and the department charged with the administration of the law should cooperate so as to procure the desired results. In our determination of the issues presented upon this review, however, we are bound by the letter of statute. If the statute is not comprehensive enough to require the keeping of records, which it is necessary for the department to have in order to carry the law into effect, it must be enlarged by amendment."

Public v. Private

THE laws of each State differentiate between public and private warehousemen. For this reason controversies

have often arisen relative to the meaning of the term "public warehouseman."

In the recent case of *Lexington Mill & Elevator Co. v. Browne*, 219 N. W. 12, it was disclosed that members of a co-operative association of wheat growers made a contract with an elevator warehouseman under the terms of which the members hauled the grain produced by them to this elevator. Each member received a scale ticket issued by the elevator, and went to a bank and drew a small advance on their wheat from the association. The warehouseman paid no part of the purchase price on the wheat, and entered into no obligation so to do.

The elevator warehouseman agreed to hold the grain until it accumulated so that carloads could be shipped to the market. Ordinarily the average bushel did not remain in these elevators more than three, four or five days, but in exceptional cases, due to delay in accumulating carload lots, or incidental to shipping and marketing, some of the wheat received from members of the association remained in these elevators in excess of ten days. Also the warehouseman bought and sold wheat on his own account.

The Court's Ruling

In holding the elevator warehouseman not controlled by the laws relating to public warehousemen, the Court said:

"It further appears that, while the owners of these contract elevators were employed in the business of buying and selling grain on their own account, they were not engaged in the public warehouse business in any way whatever save and except as the performance of the contract with the grain grower's association. . . . It follows, therefore, that, under the facts of this record, the wheat with which we are here concerned, after delivery, was the wheat of the association, in legal effect, in its continuous possession, and was not wheat for which payment had not been made. . . . Neither does the fact that only an advance was made at the time of the receipt of the grain operate to change the rule. This is a cooperative transaction, and the cooperators, by the terms of the contract, contribute grain to a going business in which they are not only parties in interest but actual proprietors. If the payment of advance be regarded as only a part payment, as contended for by the State, then, in the light of the entire transaction, the remainder of the compensation must be deemed to be the definite concrete contract right which by the acceptance of the grain at delivery, became fully vested, contemporaneous with such delivery, in the member so delivering. Thereafter, such member was, in legal effect, neither the sole owner of the wheat he had delivered nor in strictness a creditor of the corporation. He was then in fact one of the proprietors of a going business, and, in event of successful termination thereof at end of pool year, would receive his *pro rata* share in the results of the pool. In the event of disaster, he might get nothing.

There's not another book like the annual Warehouse Directory. It lists all the reliable warehouse firms in the United States and Canada. Consult it—and benefit.

Warehouse Wanted

TO owner of building only, who wishes to retire and participate in the gross net storage on a percentage basis on long term lease. I have a good proposition. Fully experienced and recommended. Prefer large warehouse. Address Box C 646, *Distribution and Warehousing*.

Butler Resigns as Chairman of Republican Committee

Listeners in on the radio reports from Kansas City during the Republican National Convention heard the announcement that William M. Butler, who called the delegates to order on the first day, had resigned as chairman of the Republican National Committee.

As Mr. Butler had previously refused to accept the Republican nomination for United States Senator from Massachusetts, although he could have had the nomination had he wished, the Kansas City development apparently foreshadowed retirement from politics for this man, who is president of the New Bedford Storage Warehouse Co., New Bedford, Mass.

Mr. Butler was appointed United States Senator to succeed Henry Cabot Lodge in 1923, and it was at the request of President Coolidge that he accepted the chairmanship of the Republican National Committee in 1924. From that time on he has served as a silent, strong advisor of the President and gave freely of his time and money.

There are reports that Mr. Coolidge may ask Mr. Butler to become **Secretary** of Commerce when Mr. Hoover, the Republican nominee for President, resigns to carry on the campaign.

Lee Firm Soon to Build

Lee Brothers, Inc., New York City, has closed a contract with the Turner Construction Co. for the erection of its proposed 14-story warehouse at Riverside Drive and 134th Street.

The site presents an unusually difficult foundation problem by reason of a retaining wall of rubble stone 60 feet high on the north property line, which carries a six-story apartment house. This problem engaged the attention of experts for some time before a satisfactory solution was found.

Kingsley Service, Inc., New York City, are the architects and engineers.

Ball Heads Hollywood Firms Merchandise Department

Announcement is made by the Hollywood Storage Co., Hollywood, Cal., of the appointment of E. E. Ball as head of the firm's merchandise or commercial department.

Following many years of travel in the Orient, Africa, Europe and Latin-America, Mr. Ball headed an export and im-

port firm in New York City. For the past two years he has been associated with James Loudon & Co., Los Angeles, export and import brokers, handling accounts that ranged all the way from Oriental curios to paving plat equipment, chemicals and raw cotton. His knowledge of foreign trade won him speedy recognition and he was elected secretary of the Foreign Trade Club of Los Angeles.

McDevitt Appointed Philadelphia Agent of Hall Company

Effective June 8, M. A. McDevitt became general agent in Philadelphia for the Charles A. Hall Company, Inc., New York shippers and distributors of pool cars of household goods and automobiles. His office is at the Advance Storage Co., 5521-5523 Market Street.

Mr. McDevitt is experienced in shipping and distributing pool cars and has thorough knowledge of warehouse storage. He will be in direct charge of the company's traffic in Philadelphia and adjacent cities in New Jersey as well as in Pennsylvania, Delaware, Maryland, Virginia, West Virginia and the District of Columbia.

Weimar Company to Build

The Weimar Storage & Trucking Co., Inc., Elizabeth, N. J., has awarded a contract for the construction of a six-story fireproof addition to its plant on West Grand Street.

The new structure will contain 30,000 square feet of floor space and will be sprinklered on the first two floors.

In the present warehouse a new office will be installed, finished in a modern manner.

Kingsley Service, Inc., New York City, is the architectural firm.

\$250,000 Deposit Vault Is a Feature of Lincoln Plant

(Concluded from page 38)

nating the possibility of valuable documents being thrown away. Portable telephones are available to patrons desiring to communicate with persons outside; these telephones can be connected, so that at all times the valuable papers are under the control and supervision of the depositor when they are not locked away in the vault.

The safes are completely surrounded by wires which are at no place more than three inches apart and which are connected with the Holmes burglary alarm system so that the slightest tampering with a safe will at once be communicated to the central office.

The doors of the safes are three feet thick. The combination lock is worked from the door jamb and not from the door.

No expense has been spared, according to Walter C. Reid, vice-president and general manager, to make the vault the most up-to-date one in Greater New York.

Wanted, Position

WITH a Furniture Storage Warehouse as Manager or Estimator or both. Seventeen years' experience. References exchanged. Address, Box G 293, *Distribution and Warehousing*.

Clothes Moth Fumigation

L. F. Hoyt, manager of the research department of Larkin Co., Inc., warehousemen in Buffalo, N. Y., is the author of an article, "Some Fumigation Tests with Ethylene Dichloride—Carbon Tetrachloride Mixture," which appeared in the May issue of *Industrial and Engineering Chemistry*, published by the American Chemical Society.

Writing to *Distribution and Warehousing*, Mr. Hoyt says:

"For your information, I have subsequently used the ethylene dichloride—carbon tetrachloride mixture with complete success in eliminating a heavy infestation of clothes moths in a 7800-cubic foot warehouse room. The results of this fumigation and of other experiments with the same fumigants in the Plymetl vault will, I anticipate, be published during the summer."

The American Chemical Society, 419 Fourth Avenue, New York, has republished Mr. Hoyt's article in pamphlet form.

The new fumigant consists of three volumes of ethylene dichloride to one volume of carbon tetrachloride and has been reported to be effective against stored-product insects of the types which attack clothing and furniture upholstery as well as grain beetles, weevils and moths.

Mr. Hoyt declares in his article that the mixture "gave 100 per cent kill of all insects present when used in a gas-tight vault at the rate of 14 pounds per 1000 cubic feet for 24 hours at 82° F.", and he holds that it appears to be "a valuable, safe fumigant."

Miss Morris Wins Honors

Miss Elizabeth Estelle Morris, daughter of Charles S. Morris, president of the Metropolitan Fireproof Warehouse, Inc., and a past president of the National Furniture Warehousemen's Association, was graduated from the Flatbush School, a private high school in Brooklyn, on June 11, and received the class history prize for the year and the English IV award for the highest scholarship in her class. She was president of the Alpha Chi Sorority.

Miss Georgiana Phillips Murray, daughter of Andrew K. Murray, business manager of *Distribution and Warehousing*, was graduated with the same class.

Both girls received Letter F, the highest award for all-around student activities.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

Trade Associations Can Render Valuable Serving in Promoting Cost Accounting, Says Federal Trade Commissioner Myers

TRADE associations "can and do render a valuable service in the promotion of cost accounting work," according to Abram F. Myers, of the Federal Trade Commission, who declares that cost accounting "is a recognized legitimate function" that is "contributing substantially to the prosperity and stability of the nation's business." Quoting further from his recent address before the convention of the Interstate Cotton Crushers Association, at New Orleans:

"So long as this activity is confined to the advocacy and installation of approved cost accounting methods, it should and will be encouraged. If, as has sometimes happened, the members become overheated and err by substituting uniform items for uniform methods of cost accounting, the Government is bound to step in with a prescription designed to reduce their fervor.

"Selling before cost for the purpose of

driving a particular competitor or group of competitors out of business is a conspicuous example of unfair competition. The time may come when selling below cost, even through ignorance, will be made positively unlawful, save in the comparatively few instances such as the reduction of surplus stocks, where the necessity for the practice is generally recognized.

A Fundamental Principle

"Such a regulation would seem, at first blush, to be extreme; but it would seem to be in keeping with the fundamental principle that one may not so use his property as to inflict unnecessary injury upon others."

Mr. Myer declared that the "proper pricing of products" was naturally the business man's first concern and one on which he needed "all the information and help that he can get," adding:

"His responsibility in this respect is

very great; and while he must quote a price at which he can sell his goods, he must act wisely and with due regard for the welfare of the industry as a whole.

"It is a mistake to suppose that the average American wants something for nothing. Deep-seated as is his objection to being gouged, he does not demand that anyone do business with him at a loss. On the contrary, he is glad to pay for an article what it is fairly worth, and he knows and expects that the seller will profit by the sale.

"But the proper conception of a 'fair price' is one that is fair to buyer and seller alike; and once this view is generally accepted and adhered to, complaints against 'profitless prosperity' will cease and the term will fall into disuse.

"Every business man owes it to himself and to all others engaged in competition with him to ascertain his costs as accurately as possible before pricing."

National

AS announced in the June issue of *Distribution and Warehousing*, the ninth semi-annual convention of the National Furniture Warehousemen's Association—this year called a "summer school and get-together outing"—will be held at the French Like Springs Hotel, French Lick, Ind., July 13 to 17 inclusive. This is where the American Warehousemen's Association held its annual convention last January.

The spot is one of America's finest health and pleasure resorts—in southern Indiana, only forty miles from the center of the country's population. The hotel itself, a six-story fireproof structure, containing 700 rooms with modern conveniences, was planned especially for convention purposes. Its large convention hall will accommodate as many as 1500 persons, and there are numerous smaller conference rooms. Outdoor sports lovers will be interested to know that there are facilities for golf, tennis and horseback riding—and indoor sportsmen will find ample excitement at Brown's Club not far away.

Special train reservations have been

made from Chicago, New York, St. Louis, Cincinnati, Cleveland and Detroit. Details with regard to these were sent to the National's members by the secretary, Ralph J. Wood, Chicago, in June.

It is expected that the chief topic of discussion at the convention will be the Allied Van Lines, Inc., the inter-city long distance removals agency being organized by the association. The June issue of *The Furniture Warehouseman*, the organization's official organ, announced that sixty-one member companies in thirty-one cities had already signed up as hauling agents; that thirty-three others in seventeen cities had signed as non-hauling agents; and that twelve members had had vans painted in accordance with "AVLinc" specifications.

California

DECISION by the California Warehousemen's Association to engage experts to install cost finding systems in the members' businesses, and a report by the California Railroad Commission on its first imposition of a heavy fine for violation of the public utilities Act under

which warehousemen's tariff schedules are filed, were outstanding features of the Coast organization's eighth annual meeting, held at the Hotel Alexandria in Los Angeles on May 24 and 25. Officers were elected as follows:

President, Merle E. Turner, general manager Los Angeles Warehouse Co., Los Angeles.

Vice-president, central district, Al. T. Gibson, president Lawrence Warehouse Corp., San Francisco.

Vice-president, southern district, E. B. Gould, president Pioneer Truck & Storage Co., San Diego.

Vice-president, northern district, W. E. Hibbitt, president Lawrence Warehouse & Distributing Co., Sacramento.

Vice-president, valley district, Alvin Turner, Grance Warehouse & Storage Co., Modesto.

Vice-president, coast district, W. H. Dillon, Southern Pacific Milling Co., San Francisco.

Treasurer, Henry F. Hiller, manager San Francisco Warehouse Co., San Francisco.

Leon A. Bailey, San Francisco, was retained as secretary and manager.

It was voted to hold the next annual

SINCE the appearance of the list of warehousing trade associations in the 1928 Warehouse Directory, published as part of the January, 1928, issue of *Distribution and Warehousing*, there have been a number of changes in the personnel of officers and in addresses, etc., and several new associations have been organized.

The record as of date of Jan. 1, 1928, is on pages 96 and 97 of the 1928 Directory. For the information of owners of the Directory the following subsequent changes and additions are here set down. A complete revised list of all the associations will appear in the 1929 Warehouse Directory next January.

American Institute of Refrigeration
Exec. Sec., Louis Baron, 203 W. 13th St., New York City

American Warehousemen's Association
Pres. of Merchandise Division, F. R. Long, 828 Gratiot St., St. Louis
Pres. of Cold Storage Division: (Gardner Poole, Boston, elected in January, has resigned; his successor has not yet been announced).
Exec. Sec.: (Edwin C. Gott, Chicago, appointed a few months ago, has resigned; his successor has not yet been announced.)

California Warehousemen's Association
Pres., Merle E. Turner, 316 Commercial St., Los Angeles

Canadian Storage & Transfermen's Association
George H. Chadwick, Higgins St., Winnipeg, Man.

Colorado Transfer & Warehousemen's Association
Sec., Lester W. Freedheim, 1700 16th St., Denver

Iowa Warehousemen's Association
Pres., John J. Brady, Central Ave. at 16th St., Fort Dodge
Sec., Paul Bekins, 2 W. 3d St., Sioux City

Kansas City Warehousemen's Association
Pres., Ellis Leritz, 2616-2620 Warwick St.
Sec., J. F. Crooks, 1104 Union Ave.

Kansas Warehouse & Transfermen's Association
Pres., C. M. Drennan, 1700 So. Summit Boulevard, Arkansas City
Sec., M. E. Cuykendall, 139-149 No. Rock Island Ave., Wichita

Montreal, Vehicular Traffic Association of
(New name of Montreal Team Owners' Association)

Michigan Warehousemen's Association
Pres., Harold L. Brown, W. Jefferson & Clark Sts., Detroit
Exec. Sec., Don C. Jordan, 815 Transportation Building, Detroit

National Furniture Warehousemen's Association
Pres., William I. Ford, 301 No. Market St., Dallas, Tex.

New Jersey Furniture Warehousemen's Association
Sec., Frank J. Summers, 54 Broadway, Newark

New York City: Upper New York Warehousemen's Association
Sec., Charles H. Rix, 456-458 E. 173d St., New York City

New York Furniture Warehousemen's Association
Pres., Barrett C. Gilbert, 39-41 W. 66th St., New York City

New York, Van Owners' Association of Greater
Pres., William T. Bostwick, 143 W. 99th St., New York City

New York, Warehousemen's Association of the Port of
Mgr., H. I. Jacobson, 225 Broadway, New York City

Ohio Warehousemen's Association
Pres., W. R. Kissick, 7208 Euclid Ave., Cleveland
Sec., Herbert H. Lederer, 1531 W. 25th St., Cleveland

Pacific Coast Furniture Warehousemen's Association
Pres., Clarence C. Lockett, 914 8th St., Sacramento, Cal.
Sec., Frank A. Payne, 1950 S. Vermont Ave., Los Angeles

Pacific States Cold Storage Warehousemen's Association
Pres., Herbert C. Stone, 742-748 Terminal St., Los Angeles

Pennsylvania Furniture Warehousemen's Association
Sec., J. Wallace Fager, 2709-2713 No. Broad St., Philadelphia

Pennsylvania Motor Truck Association, Inc.
Sec., J. Wallace Fager, 2709-2713 No. Broad St., Philadelphia

San Francisco, Warehousemen's Association of the Port of
Pres., Henry F. Hiller, 625 3d St.

Southwest Transfermen's Association
Pres., Karl Fischer, 300 So. Oregon St., El Paso, Tex.
Sec., W. T. Harrell, 1601 Magoffin Ave., El Paso, Tex.

Spokane (Wash.) Warehouse Association
Pres., W. E. Petty, 103-109 E. Sprague Ave.

Texas Warehouse & Transfermen's Association
Pres., K. K. Meisenbach, 2615-2617 Elm St., Dallas

Washington Motor Freight Association
Pres., Joseph G. Ryan, 1st Ave. So. & Dearborn St., Seattle
Sec., T. C. Fox, 523 Puyallup Ave., Seattle

Washington State Warehousemen's Association
Pres., G. B. Nicoll, 1990 Railroad Ave., Seattle
Sec., C. A. Whitehead, 617 Western Ave., Seattle

meeting in Del Monte next January. It is anticipated that the American Warehousemen's Association will hold its convention there then.

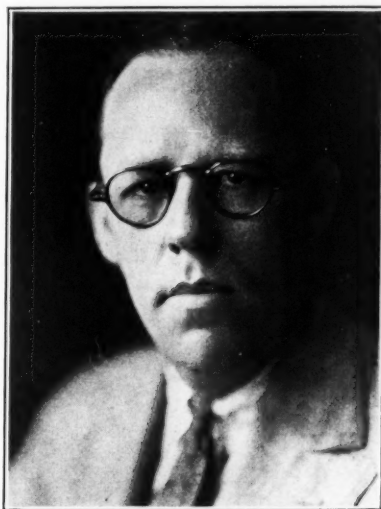
The move to establish cost finding systems in member warehouses was argued as necessary to supply knowledge of costs on which could be based appeals to the State Railroad Commission for higher rates. An entire afternoon session of the convention was occupied in the discussion for and against the proposal before it was adopted.

Opponents insisted that the expense of engaging experts, installing and maintaining the system, etc., would be more than was warranted and would run into more money than could be obtained through any of its advantages. Some members contended that as they were at present "running in the red" it was no time to ask them to shoulder more expense.

The backers of the proposal countered with arguments that if installed the system would put its finger on the factors that were causing losses, with the result that elimination of these losses would be made possible. The supporters declared that if, as expected, the system enabled them to produce facts of costs, upon which they could obtain increased rates and thereby profits, the cost probably would prove to be but a fraction of the increased revenue.

As adopted by the convention the action was in the form of a recommendation drawn up by the cost finding committee, headed by Merle E. Turner, and the uniform accounts committee, chairmanned by Charles G. Munson, Los Angeles. The recommendation was that the association's board of directors be

Merle E. Turner



Los Angeles storage executive
elected president of California
Warehousemen's Association

empowered to hire one or two accountants, who are to enter the warehouses of the members to make installations of the cost finding and uniform accounts systems. Actual starting of the plan now awaits only the decision of the board on the question of paying the accountants by assessment on association members, or by salary given by each warehouse for the time that the experts are engaged therein.

The system used in the Lawrence Warehouse Corp., San Francisco, will

be studied by the accountants under the supervision of Clarence R. O'Brien of that firm. Subsequently the experts will enter the various member warehouses to install the systems after estimating the work and its cost.

Reginald L. Vaughn, examiner and assistant attorney for the California Railroad Commission, addressed the convention on the Commission's firm intention to compel warehousemen to obey the provisions of the public utilities Act, under which warehousemen's tariff schedules are filed. Mr. Vaughn reported on the first instance in California of a fine being imposed, in which a San Francisco warehouseman, was fined a total of \$40,000, or \$2,000 each for twenty specific violations. A suit to recover the \$40,000 has been brought in the California Supreme Court by the Commission.

The action against the San Francisco executive was inaugurated through a complaint by the California Warehousemen's Association a year ago. He was found guilty by the Commission of tariff Act violations through rebates, overcharges, and undercharges.

"In regulating utilities the Commission is in reality regulating monopolies," Mr. Vaughn told the convention. He outlined the history of public utility regulation and its California development, dwelling at length on the fixing of rates, which, he pointed out prevented rate cutting to the detriment of competing companies. He added:

"No company wants to enter into destructive rate wars, and the enforcement of the utilities Act is the best preventative. The regulatory provisions benefit corporation and public alike."

Mr. Vaughn stressed the fact, as instanced in the San Francisco case, that the Commission fully intended to use all its powers to eliminate or control price-cutters.

Association members generally reported business throughout California as being poor. The gross was declared to be about the same as for the past two years, but hand-to-mouth buying by wholesalers and retailers was found to be boosting overhead and handling charges about 300 per cent and eating up the profits.

Good crops this year are expected in the San Joaquin and Sacramento Valleys to improve conditions, but not to the extent of bringing warehousemen "out of the red."

San Francisco business was reported as "very poor."

Terms and Conditions

The secretary, Mr. Bailey, compared the terms and conditions used in San Francisco with those followed in Los Angeles and emphasized the lack of uniformity. He suggested a general revision along the lines of the standard ones of the American Warehousemen's Association, and the convention so approved.

Chester B. Carruth, cost accountant and statistician of the merchandise division of the A. W. A., discussed "These New Terminal Projects," presenting figures published by promoters as to potential warehouse earnings and demonstrating their speciousness as measured by actual experience.

—Universal Trade Press Syndicate.

Merle E. Turner, the new president of the California Warehousemen's Association, assumed the management of the Los Angeles Warehouse Co. in 1920. At that time the firm had a gross area of 200,500 square feet of storage space and was running at about 60 per cent capacity. Today it has about 400,000 square feet, representing additions during the past three years, and is operating at 90 per cent capacity, according to a representative of the company.

Cleveland

WITH more than thirty members and guests attending, the Cleveland Furniture Warehousemen's Association held a special meeting on May 18 to hear Henry Reimers, Chicago, secretary of the National Furniture Warehousemen's Association, explain the proposed workings of the Allied Van Lines, Inc., the National intercity removals agency. The following firms signed up as either hauling or non-hauling agents:

Lincoln Storage Co., Nearl Fireproof Storage Co., Windermere Storage Co., Lake Shore Moving & Storage Co., and Scott Bros. Fireproof Storage Co., Cleveland; Lakewood Fireproof Storage Co., Lakewood; City View Storage Co. and Cotter Warehouses, Inc., Akron, and William Herbert & Son Co., Youngstown.

New York F. W. A.

FOLLOWING action which the New York Furniture Warehousemen's Association took several months ago, raising storage rates on Manhattan Island, the association at its June meeting, held on the 11th at the Aldine Club, voted to make an effort to keep the members "in line" with this and other procedure. On recommendation by the better business methods committee, headed by Thomas F. Murray, the members present approved, with only a few dissenting votes, a suggestion that the committee create an executive subcommittee to investigate reports of unethical conduct, the subcommittee's findings in each instance to be referred to the association's board of directors for action.

There was some opposition to the plan, and an attempt was made to rescind the action after the vote had been taken, but this effort was defeated, and it was announced that the executive subcommittee would be appointed at the next meeting of the directors.

The members approved also a suggestion from the Murray committee that a rate be recommended of \$8.50 an hour for a van and three men, and \$10 an hour for a van and four men on house-to-house removals south of 135th Street. These rates will apply to household goods only, and from the time a van leaves the warehouse and returns to it, and they become effective July 1.

On the subject of inter-city removals, Barrett C. Gilbert, president, read a letter which Ward B. Hiner, head of the Red Ball Transit Co., has distributed "to those whom this may concern," indicating that Mr. Hiner is attempting to organize the Red Ball on a national basis.

According to this communication, the Red Ball intends to go into some 200 or 250 cities and contract with local truckmen, one in each community, to tie up in the Red Ball service. The Red Ball would advertise these agents as bonded, responsible carriers, using billboards and telephone "Red Book" pages extensively; would underwrite cargo insurance for the agents; would keep in touch with the agents by means of bulletins sent out daily; and would develop return loads for the agents, with 70 per cent of the revenue going to the carrier making the haul and 30 per cent to the carrier booking a job. Agents in each State would hold meetings, unfavorable legislation would be fought, and a map would be issued showing the Red Ball operators throughout the country, with marginal identifications.

Mr. Gilbert said this showed that the Red Ball had not been asleep while the National Furniture Warehousemen's Association was organizing its inter-city removals agency, the Allied Van Lines, Inc., and he emphasized the Red Ball plans as an added reason why the National's members should sign as either hauling or non-hauling agents for "AVLInc" at once.

"Suppose some of these local truckmen have been storing goods in lofts," Mr. Gilbert suggested. "How soon be-

fore Mr. Hiner is going to tell every agent that he must have a concrete building? What would be the result?"

Mr. Gilbert said that the National's new agency would be under way definitely by Aug. 1.

Ernest H. Milligan put forth the thought that there should be good business for warehousemen in storing rugs, silverware, etc., in the summer time while people were on vacations. As a result of the discussion the members voted, on motion by William T. Bostwick, secretary, to create a committee to consider development of new business and collective local advertising.

—K. B. S.

New York Port

THE convention address by Wilbert Ward, assistant vice-president of the National City Bank of New York, published in a recent issue of *The Acceptance Bulletin*, depreciating the value of the uniform warehouse receipt as compared with the receipt issued under the Uniform Warehouse Act, was discussed at the May meeting of the Warehousemen's Association of the Port of New York. H. E. S. Wilson, Hoboken, reported he had written, on behalf of the association, to Mr. Ward in part as follows:

"While we realize that the U. S. Warehouse Act has been a benefit to many localities, and possibly to some small warehouses in these localities, we do not think there is any demand for Federal licensed warehouses in this port. Mr. Quail of the Merchants' Association has been requested to write to the Cotton and Wool Exchanges and to the tobacco trade in this locality to ascertain from them whether they would be benefited by Federal licensed warehouses. It is also our intention to get in touch with other sections of the country, such centers as Chicago, San Francisco, etc., and ask the local warehousemen's associations to secure the feeling of the trade as to Federal licensed warehouses.

"If there is a demand for Federal licensed warehouses in this port, we believe you will find the warehouse industry ready to satisfy the demand, although it would increase costs, which increased cost must obviously in the final analysis be paid by storers.

Protest Against Editorial

"We deplore the publication of your address, and while we appreciate the bankers' standpoint, especially distant banks making loans on cotton, for instance, the fact still remains that the U. S. Act only covers about a dozen commodities, while thousands of other commodities are stored and negotiable receipts are issued and accepted as collateral.

"We object strenuously to the editorial in *The Acceptance Bulletin*. We do not agree that warehousemen not licensed 'give notice to lenders that their receipts are not the best to be had,' and it is unfair to say banks should insist on 'handling only the receipts of Federal licensed warehouse plants.'

"If it is not too late, we would be pleased to have you withhold publication of the address in *The United States Banker* for the following reasons:

"1. Because it is harmful to a large industry in this country caring for millions of dollars' worth of property.

"2. Because the address is misleading. It urges bankers to indorse the U. S. Warehouse Act and infers receipts issued by Federal licensed warehouses are preferable.

"3. Because there should be the closest cooperation between the banking interests and the warehouse industry. Anything that injures one is bound to reflect on the other.

"Previous inquiries made by individual warehousemen have shown a complete absence of demand for Federal licensed warehouses in the Port of New York. Should the result of the present inquiries indicate a change in the situation our committee stands ready to completely change its attitude. In any event we will be pleased to advise you at an early date of the result of those inquiries.

"As to your criticism of the work of the Joint Warehouses Committee, we invite from you any suggestions which might tend to make the work of the committee more effective."

Mr. Ward's Answer

Mr. Wilson reported that Mr. Ward replied as follows:

"I think I have previously advised you that I did not see the editorial in *The Acceptance Bulletin* prior to its publication and have no knowledge of its authorship. Regarding the publication of my talk on 'Warehouses—Commodity Depositories' in *The United States Banker*, I previously advised you that I have no objections to your taking up with the editor of that publication the question of withholding publication of my address. I do not, however, feel like asking him to withhold it myself because I do not find myself in agreement with your conclusions regarding its contents or implications.

"The address, as its name indicates, related largely to financing of staple commodities in warehouses, and practical experience makes me feel justified in expressing the opinion that, from the bankers' viewpoint, Federal licensed warehouses are preferable in handling operations of the kind to which I referred. I do not believe my address gives grounds for the inference that there is a demand on the part of bankers for Federal licensed warehouses to handle miscellaneous merchandise against which advances may be sought stored in this port or in any other financial center, and I will be surprised if the inquiries to which you refer produce any evidence of such a demand.

"In making my speech I had, I hope, a due appreciation of the services performed by responsible public warehousemen here and elsewhere and I am indeed sorry to learn that they were led to draw implications from my talk which I do not think are justified by its contents."

The association voted to have its com-

New Membership Affiliations

American Warehousemen's Association (Merchandise Division)

G. & W. Transit Warehouse, Chicago.
Hardware City Storage, New Britain, Conn.
Merchants Transfer & Coal Co., Inc., Asheville and Biltmore, N. C.

Canadian Storage & Transfermen's Association

Calgary Storage & Cartage Co., Calgary, Alta.
City Storage, Ltd., Toronto.
Gifford Warehouse Co., Montreal.
Glasgow Storage & Cartage Co., Hamilton, Ont.
Harbour Commissioners of Montreal, Montreal.
Hill Warehouse, Montreal.
Manufacturers Terminal Co., Montreal.
McMillan & Co., Ltd., Toronto.
Montreal Rail & Water Terminals, Ltd., Montreal.
R. Carrie Storage, Ltd., Toronto.
St. Lawrence Warehousing Co., Montreal.
Standard Warehousing & Mercantile Co., Ltd., Toronto.
Storage & Transfer Co., Ltd., Hamilton, Ont.
Toronto Storage & Transport Co., Ltd., Toronto.
Verrall Storage Co., Toronto.
Westmount Transfer & Storage, Ltd., Westmount, Que.

National Team & Motor Truck Owners' Association

Dillner Transfer & Storage Co., Pittsburgh.
Hauch & Keenan Storage & Transfer Co., Pittsburgh.
Hubert Transfer & Storage Co., Pittsburgh.
Wagener Warehouse & Van Co., Pittsburgh.

Southern Warehousemen's Association

Federal Compress & Warehouse Co., Memphis, Tenn.
Merchants Warehouse Co., Inc., Memphis, Tenn.
Patterson Transfer Co., Memphis, Tenn.
John H. Poston Storage Warehouses, Inc., Memphis, Tenn.
Robertson Transfer Co., Memphis, Tenn.
Rose Warehouse Co., Memphis, Tenn.
Tennessee Terminal Warehouses, Memphis, Tenn.
Orlando Warehouse & Storage Co., Orlando, Fla.
Piedmont Warehouse & Storage Co., Greensboro, N. C.

Missouri Warehousemen's Association

North Transfer & Storage Co., Neosho.

New York Furniture Warehousemen's Association

Muller Bros., Forest Hills.

Oklahoma Transfer & Warehousemen's Association

Couch Transfer & Storage Co., Ada, Tulsa.
Joe Hodges Fireproof Warehouses, Tulsa.
Newton Transfer & Storage Co., Oklahoma City.
O. K. Transfer & Storage Co., Clinton.
O. K. Transfer & Storage Co., Fort Smith, Ark.
Pawhuska Transfer & Storage Co., Pawhuska.
P. D. Q. Transfer & Storage Co., Oklahoma City.
Ponca City Transfer & Storage Co., Ponca City.
Stone's Auto Transfer & Storage Co., Oklahoma City.

Pennsylvania Furniture Warehousemen's Association

A. Dule Pyle, Coatesville.

mittee cooperating with merchants and bankers to refer the situation to the American Warehousemen's Association.

Labor was reported plentiful and collections were reported fair to good.

North Carolina

ORGANIZING of a State warehousing association in North Carolina and formation of local associations in cities have been undertaken by J. L. Wilkinson, secretary-treasurer of the Carolina Transfer & Storage Co., Charlotte, and Sydney M. Green, Jr., Nashville, Tenn., executive secretary of the Southern Warehousemen's Association.

Mr. Wilkinson and Mr. Green recently toured the State, secured twelve new members for the Southern association, and kindled a spirit of interest in the plan to establish State and local organizations.

At Asheville a local association was formed, with J. H. Allport, president of the Allport Storage Warehouse Co., as president.

Discussing the trip, in a letter to *Distribution and Warehousing*, Mr. Wilkinson writes:

"Never before has price cutting been so bad. I will give you two examples which we found. In one city ten or twelve warehousemen and transfer men were having a meeting to discuss their problems. Mr. Green asked one of the long distance movers, 'How much would you charge to move a five-room load of furniture in case a customer should call you for that information?' The answer immediately came back that he would first find out what his competitor was charging and then he would make his bid less. He went on to explain how in one case four competitors were bidding on the same job and the customer assured them that the lowest bidder would get the work. In this case a transfer man agreed to move the customer free of charge and send his private car and transfer the family.

"In the other case we found that the transfer men were in such a habit of cutting prices that one man cut his price when there was no competitor figuring against him."

Ohio A. C. H.

STATE and Federal legislative problems were considered at a meeting of the board of directors of the Ohio Association of Commercial Haulers in Columbus on June 7.

The board felt that a concerted effort should be made to bring about relief from Court injunctions and alleged discriminatory provisions of the Ohio law, which has frequently been amended but which is considered far from being suitable to present-day conditions in the trucking industry. The State Legislature will convene early next January, and the association plans to have a full program worked out by that time. The board named the following as its legislative committee:

Thomas Heil, Jr., Cleveland, the association's president; Frank Schmidt, Toledo; Paul Herbert, Youngstown; Edward Lee, Toledo; Ray Wagner, Springfield; Elmer Warne, Zanesville. This committee met on June 18 and outlined procedure for future meetings.

It was announced that J. F. Atwood, Columbus, had been appointed the association counsel. He was formerly counsel and legislative agent for the Ohio State Automobile Association.

Frank E. Kirby, the association's manager, has been instructed by the directors to work toward formation of a national organization of haulers, the purpose being to present a united front if Congress at its next session undertakes Federal legislation designed to regulate interstate commerce by motor trucks. There are approximately twenty-five State associations of haulers and truckers, and Mr. Kirby will issue invitations to them to send representatives to a meeting to be called in Chicago on a date yet to be announced.

Those sponsoring the movement in company with Mr. Kirby include Tom Snyder, Indianapolis, secretary of the Motor Truck Association of Indiana, Inc., and Edward Loomis, chairman of the motor truck division of the National Automobile Chamber of Commerce. Other association secretaries have shown a willingness to join in the movement, according to advices received in Columbus.

—J. W. Lehman.

Oklahoma

LONG distance moving in the light of the Allied Van Lines, Inc., the inter-city removals agency organized by the National Furniture Warehousemen's Association, was the outstanding topic of consideration at the first semi-annual meeting of the Oklahoma Warehouse & Transfermen's Association, at the Hotel Severs in Muskogee on May 11.

William I. Ford, Dallas, president of the National, addressed the convention on the subject, expressing his faith in the future of the project and his belief that 90 per cent of the inter-city moving would go to "AVLine" within a short time.

The Oklahoma warehouse executives declared their interest in the plan and their desire to work out some means by which they could be brought within the scope of the agency's operations as soon as feasible.

At its second meeting the Oklahoma organization had virtually perfect attendance; only one member company was not represented. Forty-four members and their ladies and guests registered from Oklahoma and surrounding States.

It was voted to publish a monthly bulletin to keep the members in closer touch with one another between meetings, and A. H. Amelung, Oklahoma City, was appointed to edit the journal.

R. A. Weicker, Oklahoma City, the association's president, opened the convention with a brief report of the activities of the various committees and of the board of directors since the organization meeting last November.

Harry V. Kahle, secretary of the Associated Industries of Oklahoma, gave the opening address, discussing "Organization and Associations."

"Problems are arising hourly which need investigation and analysis," he

pointed out. "A trade organization can give the benefit of these investigations to its members, where the individual company could not go into the matter. Similarly the average individual business is powerless to oppose destructive legislation, but business men cooperating with others in the same business can force the proper consideration of the problems of their industry."

Mr. Kahle said that the centralization of business meant the installation of a line for the transmission of ideas and ideals, a bureau of education and standardization and improvement of methods. If an industry was organized with high ideals it could not fail to win public approbation, and "if the public is for you, you cannot fail," in Mr. Kahle's opinion.

Elmer C. Lette, Oklahoma City, chairman of the committee from the southwestern district of the National's inter-city and long distance removals committee, opened the discussion of this problem with a paper in which he said in part:

"The matter of long distance removals is beyond a doubt the biggest problem we have before us in this day and time. Transportation by truck has caused many individuals to enter the field of inter-city removals and brought about a wide variance in rates. First of all, we should be well equipped to handle such removals and at the same time bear in mind that the public must pay for such equipment and cost of operating and maintaining it."

Reviewing the history of inter-city removals, Mr. Lette referred to the unscientific method of arriving at rates due principally to a lack of knowledge of costs, and pointed to the continuous reduction of the price of moving to the public, only part of which has been warranted through economical revisions such as better and longer-lived trucks, better roads, more return loads, more efficient management, and closer cooperation of one firm with another throughout the country. He alluded to the thorough and continued work of the National association during the past few years in connection with this problem and urged the members of the National to cooperate and to take advantage of the benefits from this research.

"AVLine."

Mr. Lette then introduced the subject of the Allied Van Lines, Inc., saying that the consummation of this project was the greatest thing ever accomplished by the National. He asked K. K. Meisenbach, Dallas, president of the Texas Warehouse & Transfermen's Association, to explain the operation of the new long distance moving company, reading from the May issue of *Distribution and Warehousing* and the April and May issues of *The Furniture Warehouseman*.

"There is no doubt of the great advantage to the warehouse industry," Mr. Meisenbach said. "A man sees Allied Van trucks in California, in Missouri, in Texas, and when he gets ready to move he has concentrated on this one name and there is little doubt about whom he

will call to do his long distance moving. This is one of the biggest things that has ever come up before the National, and while we realize that there are many problems as to rates, equipment and standardization of operations that must be worked out, that is all coming. The idea is taking like wildfire in the East and Central West, and I expect that within a year we will have Allied vans in operation in Oklahoma and Texas."

Mr. Ford in his talk urged the members of the National in the Southwest to work out some idea of what they wanted in connection with "AVLine" and to present this plan to the National's inter-city removals committee, which he said was anxious to get expressions from those outside of the present operating districts as to how they could benefit from the new company.

"The past ten years has been a period of the greatest development in the storage business," said Mr. Ford. "The National is trying to develop the industry in all its branches. It has watched the matter of truck development, seen shipping and packing go out from under the warehouseman, and seen outsiders getting into the inter-city removals game, transporting goods from one city to another while the warehouseman's house-to-house trucks are idle. The warehouseman's question has been whether he was going to let these outside interests take the business or whether he was going into it himself as the agency best fitted for this long distance moving."

As to the Rates

"The National saw this situation and spent large sums of money in research work at the Central Bureau to develop a plan to conserve this business that appeared to be incidental to the storage and moving business. The outcome was the Allied Van Lines, Inc., which is going to be one of the biggest things in the United States in a short time."

Mr. Ford alluded to rates, saying that when the Allied Van Lines got under full operation it would be run like any business, and that whoever was in charge would make the rates. The rates would be satisfactory to the public, he added, and the public would demand the service of Allied vans for moving. Mr. Ford praised the work of Martin H. Kennelly and Henry Reimers on this committee.

Mr. Ford spoke briefly of the inter-city removals bureau in Texas and of the satisfaction which the plan had been giving to the Texas members. He said that if a like agreement could be worked out with Oklahoma cities and other cities in this section the Texas association would be glad to work with them.

Ross Allen, Tulsa, secretary of the association, was appointed to represent the Oklahoma body at the meeting of a committee to consider a temporary tariff basis for use in the seven States of Kansas, Missouri, Nebraska, Iowa, Colorado, Oklahoma and Texas, until the Allied Van Lines, Inc., should be in operation. This meeting was proposed at the convention of the Missouri Ware-

housemen's Association in St. Joseph in April, an Oscar Thomas, Kansas City, Mo., heads the committee.

A feature of the Oklahoma meeting was the presence of a number of freight truck operators, who stated that they were not in competition with the warehousemen but wanted only single piece or small loads, to nearby towns, which would be too small for the warehouseman to handle.

Byrne Bowman, secretary of the Western Oklahoma Truck Operators' Association, discussed the operation of the Oklahoma law which requires that a truck operator must have a certificate of public convenience and necessity to operate a truck carrying freight either periodically or on schedule and must pay one-fifth of a cent a mile tax.

It is a question as to whether the warehousemen should come under the operation of this law, and the legislative committee, of which W. H. Avery, Oklahoma City, is chairman, was delegated to attend a hearing on May 21 in Oklahoma City before the Corporation Commission.

It was suggested by M. A. Snyder, Tulsa, a member of the legislative committee, that, as the transfermen had not been required to have permits, they should not ask for trouble by seeking an interpretation of the law as it applied to the warehousemen engaged in long distance moving.

Wrapping Furniture

Roy Page, Tulsa, discussed "Best Methods of Household Goods Storage" in an instructive paper. He suggested less wrapping of furniture wherever possible and said that the finish should be taken into consideration in this respect, as certain kinds of varnish would show the marks of paper readily. He recommended the use of wax paper, but other members of the association stated that best results were secured from glazed kraft paper. Mr. Page stressed the importance of leaving air spaces in storing furniture. In the case of upholstered furniture, he spoke of the necessity of fumigating all furniture as it came into the warehouse, declaring the warehouseman must do this for his own protection and charge for it if he could. He said that in most cases he was able to sell the customer on the idea of fumigating and thus charge the fumigation expense to the storage bill.

The Kansas City plan of estimating was discussed by A. H. Amelung in a paper on "Estimating Crating and Packing." He pointed to the success of the booklet plan in Kansas City, and alluded to the start that Tulsa and Oklahoma City had made in adopting the booklet.

"Being a fledgling in the warehousing industry as far as soliciting goes," Mr. Amelung added, "I have learned in that short time what most of you have learned a long time ago—namely, that estimating, which is closely related to price-cutting, is undesirable and unprofitable, and that when we do get a job on the time and material basis and check over our charge and out-cost and note the profit, it makes us feel content

and self-satisfied to be a warehouseman.

"Just as estimating and price-cutting are so closely related and breed friction and mistrust among warehousemen, so is soliciting on the time and material basis closely related to a higher plane of warehousing and the result is a profit and closer cooperation among members."

Value of Uniforms

Doane Farr, Clinton, spoke briefly of the increased morale among his movers due to the adoption of attractive uniforms. They bought their own uniforms and got the snappiest thing they could find, he said and now they shaved every day and took a real interest in their appearance. Mr. Farr said that as a result they exhibited more interest in the company and in getting new business,

"Trade Association Activities"

IN a fifteen-page booklet just issued by the Department of Commerce—"Practical Aids for Domestic Commerce"—trade association activities is one of the points discussed. The document is described as "a convenient and valuable guide to industry and trade in suggesting the nature of problems in which the department is prepared to cooperate."

Copies of the booklet may be obtained without cost by addressing the department's Domestic Commerce Division.

and he was now getting jobs which he would never have received except through their cooperation.

A feature of the convention was an expression of cooperation on the part of the wives in attendance. Headed by Mrs. Art Harris, Muskogee, the women visited the afternoon session and offered their assistance to the organization. Mrs. Harris outlined a plan by the wives of the Oklahoma warehousemen to form an auxiliary to the State association.

Ford H. Hotz of the Ponca City Transfer & Storage Co., was elected a director to fill the place of S. W. Campbell, formerly of the Tulsa Terminal Storage & Transfer Co., Tulsa, and now no longer in the warehouse business.

Ponca City was chosen as the place for the next directors' meeting, in September.

Announcement was made of the election of eight active and one associate members. (The names are set down elsewhere on these pages.)

The final event of the convention was the banquet, at the Muskogee Town and Country Club. A. H. Amelung presided, and the speakers included Paul Pinson, Muskogee, and President Ford of the National.

—Merryl Schwind.

Pacific Coast F. W. A.

PRESENTATION of a report on results of experiments in moth control was made by Herbert B. Holt, secretary of the central division of the Pacific Coast Furniture Warehousemen's Association, at the organization's June meeting, held at the Elks Club in San Francisco. (See page 22.)

Discussion of Mr. Holt's talk brought out the fact that the warning printed on warehouse receipts to the effect that no protection from moths is guaranteed gives the warehouseman an opportunity to sell his moth-control system to the customer. Members present told how they had been able to extend moth-proofing to a large part of the goods stored by calling their customers' attention to the wording on the receipt.

C. C. Lockett, Sacramento, the association's president, discussed cooperative advertising, which the Coast organization at its recent convention went on record as favoring. He said the committee was working on a plan with the Hammond Advertising Agency and that a report would be made in due time. The project as worked out will be taken to the National Furniture Warehousemen's Association.

H. H. Dunn, *Distribution and Warehousing's* correspondent, spoke briefly on the flight of the airplane Southern Cross to Australia.

A. J. Becker, San Francisco, the division's president, announced that there would be no meetings in July and August. The next gathering will be in September in Oakland. —H. H. Dunn.

Washington State

THE Washington State Warehousemen's Association held its annual meeting in Yakima in May and elected officers and directors as follows:

President, G. B. Nicoll, secretary United Warehouse Co., Seattle.

Vice-president, Willard Johnson, president Spokane Transfer & Storage Co., Spokane.

Secretary, C. A. Whitehead, president General Hauling & Transfer Co., Seattle.

Treasurer, A. J. Hamilton, Seattle, North Pacific Coast manager Transcontinental Freight Co.

Directors, Walter Eyres, president Eyres Storage & Distributing Co., Seattle; J. L. Winn, president Winn & Russell, Inc., Seattle; J. Fortune, Seattle; C. C. Cater, president Cater Transfer & Storage Co., Spokane; W. E. Petty, manager Pacific Transfer Co., Spokane; E. C. Cooney, president Cooney Transfer & Storage Co., Tacoma; J. J. Crawford, president Yakima Transfer & Storage Co., Yakima.

The problems discussed included that of whether fruit warehouses and similar storage plants not engaged in commercial warehousing should be required to carry the same insurance as the commercial plants. It was voted to appoint a committee to place this situation before the State insurance authorities.

—F. K. Haskell.

Michigan W. A.

A TENTATIVE code of ethics and likewise one of practice were submitted for discussion at the May meeting of the Michigan Warehousemen's Association, held at the Hotel Statler in Detroit on the 28th. After some changes have been made in the drafts the final texts were to be considered for adoption at the June session, late in the month.

The insurance committee, headed by O. E. Speck, which has been inquiring into the possibility of effecting reduction in the rate paid by members for compensation insurance, reported that it was still conferring with underwriters and would shortly be in a position to make definite recommendations.

—Universal Trade Press Syndicate.

Pittsburgh

IT was decided unanimously at the regular June meeting of the Pittsburgh Furniture Storage & Movers' Association, at which election of officers was to have taken place, that the incumbents should continue for the coming year. These include the president, James F. Keenan, president of the Haugh & Keenan Storage & Transfer Co., and treasurer of the National Furniture Warehousemen's Association; and the secretary, Hugh G. Walsh, secretary of the Haugh & Keenan firm.

D. F. Shanahan, president of the Shanahan Transfer & Storage Co., was elected a director to the Allied Van Lines, Inc., the new inter-city removals agency of the N. F. W. A.

Unless a special meeting is called for some purpose, as provided by the by-laws, there will be no further sessions until September.

—George E. Kelly.

Detroit

THROUGH the efforts of the Detroit Furniture Warehousemen's Association a campaign will shortly be launched by the Detroit Board of Commerce and other interested agencies to diversify lease dates of houses and apartments so that moving and storage work will not bunch around two dates during the year, as at present.

The accomplishment of the committee upon lease dates in arousing the interest of the Board of Commerce officials in the movement was outlined at a meeting of the association at the Hotel Fort Shelby on June 8 by James D. Dunn, chairman of the committee, who reported a conference with Harvey Campbell, executive secretary of the Board of Commerce, at which the matter was explained in detail from the standpoint of the moving and warehousing fraternity. Mr. Campbell called several of his department heads into the conference with the result that he promised to arrange a more extensive conference at which representatives of the moving and storage industry, real estate board, painters and decorators, public utilities and others interested would be included.

As chairman of the cooperative advertising committee Mr. Dunn reported that an agreement between the association and each individual member had been drawn up so that the members would agree to do no private advertising in the classified sections of the city directory. The committee has agreed on four-page cooperative space—two pages in the moving section and two in the storage section. The agreement will be presented at the next regular meeting for signatures.

A proposal was made to employ a full-time executive secretary, but no definite action was taken. The idea was suggested by a discussion of certain unethical practices of some non-members in soliciting moving business, after orders had been placed with another company, by agreeing to handle the cancellation of the original order. Some of the members believed that a secretary might be profitably employed to investigate such cancellations and to redeem the orders for the original concerns.

One member reported he had received eight cancellations in one day and in view of the quantity his suspicions had been aroused and he sent out his men to investigate. He discovered that not a single one of the eight was inspired by the desire of the householder; indeed, three of them did not even know that the original orders had been cancelled but accepted the services of the unethical concern when a plausible explanation had been given them by the rival drivers. The remainder had been sold by another concern offering special inducements and promising to handle the cancellation with the original company.

This state of affairs had been noted by other members, likewise, and it resulted in considerable discussion. It was agreed that the best thing that could be done for the present was to make certain that cancellations received by members were *bona fide* and to fight for the business when it was taken away from them by unethical methods.

—Universal Trade Press Syndicate.

Notes

No. 1 of Volume 1 of *The Bill of Lading* made its first appearance in June—the official monthly organ of the Colorado Transfer & Warehousemen's Association. The initial issue shows a membership list of forty companies in eighteen cities and towns.

H. H. Hardy, secretary of the Michigan Furniture Warehousemen's Association, has registered with the Michigan Secretary of State as Michigan agent for the Allied Van Lines, Inc., the inter-city removals agency of the N. F. W. A. Mr. Hardy is secretary and manager of the Fireproof Storage Co., Lansing.

The Minnesota Warehousemen's Association will hold its annual mid-summer outing—a boat trip from Duluth to Port Arthur, Canada, and return—on Aug. 17-19. Prior to the vessel's departure on the afternoon of the 17th the mem-

bers will hold a short business meeting in Duluth. This will be fourth trip of this kind for the Minnesotans and their families.

At the seventeenth annual meeting of the American Institute of Refrigeration, held in Washington on May 10 and 11, R. H. Switzler, secretary of the St. Louis Refrigerating & Cold Storage, St. Louis, was reelected president. Gardner Poole, recently resigned as president of the Quincy Market Cold Storage & Warehouse Co., Boston, was chosen first vice-president. Homer McDaniel, treasurer of the Sheriff St. Market & Storage Co., Cleveland, was elected second vice-president. J. A. Mooney was reelected treasurer and J. F. Nickerson general secretary.

Boston Pier Charges

All the various Massachusetts interests who protested against the new Boston wharfage and dockage rates at Commonwealth Pier and other State-owned piers, that went into effect June 1, have evidently seen the light and accepted them, according to Gen. Richard K. Hale, associate commissioner of Massachusetts Department of Public Works, when queried at the State House as to how they were functioning. General Hale said they were working satisfactorily.

The adoption of this measure is believed to indicate that the warehousing interests were right when, in supporting the legislation, they pointed out that it would tend to do away with the State competition against their established business.

The new dockage charge is 10 cents a ton on vessels for the use of the piers for unloading and loading cargo. The new wharfage charges are 25 cents a ton on freight carried to or from the piers by railroads within the area roughly bounded by Woonsocket, R. I., Seabrooke, N. H., and West Fitchburg and Blackstone, Mass., and also on freight carried to or from the piers by truck.

Lamoreaux Heads Operations of California Companies

Announcement is made by A. V. Wainwright, president of the California Consumers Co., that Guy S. Lamoreaux has been elected vice-president in charge of cold storage operations of the following cold storage subsidiaries:

Los Angeles Ice & Cold Storage Co. (both Fourth Street and Seventh Street plants), Los Angeles.

Pasadena Ice Co., Pasadena, Cal.

Pomona Valley Ice Co., Pomona, Cal.

"These subsidiary companies will be operated under their respective names under the personal direction of Mr. Lamoreaux," according to Mr. Wainwright. "The personnel of the companies will remain unchanged, as every branch of the service is in charge of competent and experienced men of many years' service in the cold storage business."

Story of Tenth Annual Convention of Canadian Storage and Transfermen's Association

(Continued from page 12)

organizations consider themselves gentlemen.

"Why are they calling on the services of these experts? The reason is very plain. They want business and profits, and they get them."

Alex Fleming was adverse to outside experts being called in, declaring it would be an admission that local warehousemen could not run their own industry; he believed a gentlemen's agreement would be effective.

Mr. Dalton thought that calling in outside experts would constitute restraint of trade, and he proposed the framing of a resolution for the general session to act on. This memorial, adopted by the general body later, reads:

"Whereas, the delegates to the merchandise division believe that the prevalent custom in the assessing of charges for storage, handling and other services, wherein there is a lack of centralized control, is resulting in inequitable and discriminatory practices, to the detriment of the industry,

"Therefore, be it resolved that the paper by J. E. Bedard on the subject 'Local Cooperation' be brought to the especial attention of the Executive of the association; that the said Executive be instructed to present the situation to the membership through the medium of the next issue of the association bulletin; and that the membership be urged to give careful consideration to the subject presented and the recommendation offered and to report their views to the secretary."

Statistics

ON behalf of E. O. F. Ames, Vancouver, Mr. Dalton read a paper on "Some Suggestions on Merchandise Storage," in which Mr. Ames said in part:

"There are signs of an awakening interest in research work in Canada, which is a tardy recognition of the need for exact information concerning the things in which we are vitally interested. Science is the orderly relation of facts in connection with a given subject, and along with industry in general we of the warehousing business need scientific research and systematic collection and correlation of the facts which have to do with the industry. By means of this alone can we understand what we are doing, map our way intelligently and make progress. . . .

"The very fact that such statistics were being collected and that the warehouse industry was considered of sufficient importance to warrant this scientific investigation would bring our business into a position of real significance in the eyes of the public. This in turn would stimulate us to assist to bring about that higher standard for which we strive, apart from the real practical value of having this information.

"It would be infinitely better for the Dominion Government to do this work

for us than for us to try to do it ourselves. The Government department concerned would more readily invoke that confidence without which it might not be easy to persuade our operators to fill out the necessary forms offering some confidential information concerning their business. It goes without saying that the confidence would not be misplaced, as no information is ever divulged in such investigations.

"It would be a good thing for us to have an opportunity to file such records. The information would encourage co-operative feeling in the industry and develop a sense of dignity and importance, as all such close association tends to do."

Mr. Fleming read a paper prepared by an insurance authority in support of the Montreal warehousemen's action in ceasing to give free insurance effective Aug. 1. Mr. Fleming conceded, in reply to questions, that eliminating free insurance would cause some difficulty with patrons accustomed to it but he believed the situation would adjust itself.

Kent B. Stiles, New York, editor of *Distribution and Warehousing*, urged consideration by the association of the suggestion in the paper by Mr. Ames that statistics be obtained by the Dominion Government, along the line of what the Department of Commerce is doing in the United States. He said he considered this one of the major developments in warehousing's history in the States. Mr. Carruth and Mr. Tippet supported the plan also, and a resolution was ordered prepared which, submitted at the concluding general session, was adopted, as follows:

"Resolved, that the Canadian Storage and Transfermen's Association approach the Government with a view to the collection, by the proper Department, of certain statistical data regarding the warehousing industry. That in the meanwhile we authorize our own secretarial staff to carry out this work."

Tariff No. 9 of the Illinois Association of Warehousemen was discussed and the consensus was that this rate guide was adaptable to conditions in Canada.

The furniture division, with George H. McKeag, Winnipeg, presiding, considered topics pertinent to that branch of the industry, including establishment of an inter-city motor truck return loads bureau.

Ralph J. Wood, Chicago, secretary of the National Furniture Warehousemen's Association, said that any rate quoted on an outgoing load should be made irrespective of the possibility of a return load being obtained. Discussion indicated that some Canadians were charging on the weight basis and others on the cubic contents basis. John B. Baillargeon, Montreal, said his long distance truck costs average from 35 to 39 cents a mile. He said he figured his cost price on every truck every day.

The outcome of the discussion was ap-

proval of a resolution which was submitted to the general session on the final day and adopted, as follows:

"Resolved, that a committee be appointed, with power to add to their number, to go fully into the question of establishing long distance moving rates and return load bureaus in eastern Canada."

On this committee are W. J. Pickard, Toronto, chairman; A. J. Fournier, Ottawa; John B. Baillargeon, Montreal; R. M. Hill, Hamilton; and J. H. Warren, F. A. McGee and C. F. Basil Tippet, Toronto.

A paper on "Moth Fumigation" was read by Mr. McGee on behalf of A. W. R. Hill, Hamilton, and the subject was discussed by Fred Crone, Vancouver, William T. Bostwick, New York, and Mr. Wood and others.

On behalf of Henry Reimers, Chicago, executive secretary of the N. F. W. A., Mr. Wood read a paper on "Money Making Opportunities in Our Business."

The leasing situation in various Canadian cities was considered and opinion was expressed by various speakers that apartment leases should be spread out over the year, to avoid peak periods.

The cartage division held a session with George H. Chadwick, Winnipeg, presiding, and discussed their common problems.

Other Resolutions

AT the concluding general session, on the morning of the 9th, Mr. Dalton read a paper in which he advocated prorating of convention traveling expenses in the future. There was some opposition to the idea, and it was voted, on motion by Mr. Crone, to create a committee to consider it.

President Tippet distributed among the members a questionnaire in which they were asked to set down (1) total value of their merchandise buildings and equipment other than teams and trucks; (2) total value of their furniture houses and equipment other than teams and trucks, and (3) total value of their teams and trucks. The figures were collected and totaled by Mr. Stiles at the request of Mr. Tippet, and they indicated the situation in the Dominion as follows:

Fourteen members' figures covering merchandise warehouses alone totaled \$5,800,000.

Sixteen members' figures covering furniture warehouses alone totaled \$1,666,000.

Eighteen members' figures covering teams and trucks alone totaled \$945,000.

Two members' figures covering combination merchandise and furniture plants plus teams and trucks totaled \$8,000,000.

One member's figure covering a combination merchandise and furniture plant but with no equipment, was \$2,500,000.

Returns were made by twenty-three

member companies all told, and the aggregate sum was \$18,911,000. This is an average of \$822,218 for the twenty-three companies.

Carrying out this average for the association's seventy-three active members would indicate an aggregate of more than \$60,000,000.

"Considering the large number of Canadian operators who are potential members," Mr. Stiles said in concluding his analysis, "the indications are that warehousing in the Dominion may call itself a billion-dollar industry."

Fred Crone paid a tribute to Mr. Wood "as a business executive and as a host" and moved adoption, which was granted, of a motion thanking the N. F. W. A. for Mr. Wood's presence. Mr. Wood invited the Canadians to attend the National's convention at French Lick, Ind., in July.

On behalf of the ladies attending the convention Mrs. Tippet thanked the Montreal executives for their hospitality.

In addition to the resolutions as already herein set down, the following were adopted:

Authorizing the new executives "to go into the question of engaging a full time secretary located at Winnipeg and, if they find that this is available, that they be authorized to arrange same."

Amending the by-laws regarding membership applications.

Paying a tribute to the memory of the late Ralph J. O'Neil.

Thanking the American Warehousemen's Association and Chester B. Carruth for their help.

Machinery Revised

Amending the constitution and by-laws to revise the association machinery. This resolution provides that the officers shall comprise a president, four vice-presidents, a treasurer and twelve directors, together with an executive secretary elected by the directors; and that the vice-presidents shall each head one division—household goods, storage and removals, merchandise storage, cartage, and cold storage.

Mr. Crone, in presenting the slate of the nominating committee, commented that "our friends to the south have set the pace for us—they have made a success. Our association work has only begun."

Following the election of officers, as elsewhere herein set down, Mr. McKeag, the new vice-president of the household goods section, indicated that the men of this branch of the industry might hold a semi-annual convention during the coming winter.

The time and place of the 1929 convention were left to the members' mail vote. On motion of Mr. Crone the members will be asked to decide also whether June is a propitious month for the annual meeting in view of business activities in Canada during that month.

Speakers at the banquet which concluded the convention included Mr. Tippet, Mr. Chadwick, Mr. Baillargeon, Mr. Fleming, Mr. Bostwick and Montreal's mayor.

Attending the convention from the

United States were the following executives:

William T. Bostwick, New York; Francis E. Buckley, Boston; Chester B. Carruth, Chicago; Mrs. Sara Depenthal, Toledo, Ohio; William M. Lovejoy, Boston; David V. Murdoch, Pittsburgh; Andrew K. Murray, New York; Joseph M. Pelchat, Hartford, Conn.; George A. Rutherford, Cleveland; Kent B. Stiles, New York; W. R. Thomas, Cleveland; John L. Tomlinson, Philadelphia, and Ralph J. Wood, Chicago.

National Conference Plans

Lift Truck Standardization

(Concluded from page 9)

Officers of the Department of Commerce who were present at the conference are:

Dr. F. M. Surface, assistant director of the Bureau of Foreign and Domestic Commerce; Norman F. Titus, chief of the Transportation Division; A. L. Cricher, assistant chief of the Transportation Division; Thomas E. Lyons,

Revenue Act of 1928

A SUPPLEMENT to *The United States Daily* of May 31 carries the complete official text of the Revenue Act of 1928 as passed by the Seventieth Congress and as approved on May 29 by President Coolidge.

Copies of the supplement may be had at ten cents each by addressing Circulation Department, *The United States Daily*, Washington, D. C.

Transportation Division; J. C. Nellis, Lumber Division; A. W. Childs and P. R. Mattix, Automotive Division; M. B. Lane, Bureau of the Census; R. L. Lockwood, E. W. Ely, H. R. Colwell, George Schuster and S. F. Tillman, Division of Simplified Practice; and P. M. Haywood and A. W. Payne of the National Committee on Wood Utilization.

Representatives of the warehousing, shipping and transportation industries present were:

L. G. T. Baird, Yale & Towne Manufacturing Co.; Francis J. Becker, Washington, merchandise division of the American Warehousemen's Association; E. F. Bilo, car service division of the American Railway Association; C. M. Bonnell, Jr., freight container bureau of the American Railway Association; E. N. Boyle, American Steel & Wire Co.; A. S. Brant of Washington, Swift & Co.; James C. Brown, Baltimore, American Warehousemen's Association; B. E. Cassou, Ford Motor Co.; William Boyd Craig, *Nation's Business*, United States Chamber of Commerce; S. I. Cooper, Southern Pacific Steamship

Lines; C. B. Crockett, materials handling division of the American Society of Mechanical Engineers; N. C. Damon, National Automobile Chamber of Commerce; Merle M. Davis, traffic manager of the Hammermill Paper Co.; Charles J. Dockery, Great Atlantic & Pacific Tea Co.; Frederic W. Donahoe, National Slate Association; Norman Draper, Institute of American Meat Packers; Edwin H. Duff, American Steamship Owners' Association; William Elmer, Pennsylvania Railroad; James M. Farrin, Illinois Central Railroad; M. Forman, New York City, R. H. Macy & Co.; Charles H. Frame, American Railway Express Co.; J. W. Gerber, Southern Railway; J. A. Germonprez, Hupp Motor Car Corporation; F. J. Ginn, superintendent of agencies of Chesapeake & Ohio Railway; T. T. Goodloe, American Railway Association; M. T. Hamaker, the Joseph Dick Manufacturing Co.; Webster S. Knight, General Electric Co.; H. F. Lane, railway agent; J. E. Lee, Keystone Roofing Co.; Robert A. Leshner, traffic engineer of the Port of New York Authority; John E. McElroy, General Electric Co.; J. V. Miller, Milwaukee, C. M. P. & St. Paul Railway; J. Elmer Monroe, Bureau of Railway Economics; W. S. Morehead, American Railway Association; John J. O'Brien, Compressed Air Society; R. H. Rowe, American Wholesale Grocers' Association; R. E. Sabeam, domestic distribution department of the United States Chamber of Commerce; C. D. Seeley, National Carbon Co.; Stanley H. Smith, *Traffic World*; Philip G. Loucks, Washington, *Distribution and Warehousing*; H. E. Stocker, McCormick Steamship Co.; A. Van Vlissingen, Jr., McGraw-Shaw Co.; H. B. Walker, American Steamship Owners' Association; B. H. Walter, American Steel & Tin Plate Co.; F. D. Winslow, Truscon Steel Co.; George B. Wright, Detroit & Cleveland Navigation Co.; H. M. Wright, International Paper Co.

Refrigeration Exhibition

Spoilage of perishable foods through lack of cold storage preservation is becoming steadily less necessary, according to a demonstration of automatic refrigeration which was given at the Jordan Marsh Company store in Boston during the week of June 18.

The exhibition portrays the evolution of refrigeration from the days before civilization when caves were used, and shows by chart and replica the methods of refrigeration slowly developed through thousands of years. Mankind's slow advance in the knowledge upon the subject of cold storage is interestingly traced through the period of the Romans to Napoleon searching for a method of canning army rations down to the present-day refrigeration models.

The exhibition came to Boston from Atlantic City, where it was given its initial showing at the National Electric Light Association Convention in May. The entire display will be shown in a dozen more of the larger cities of the country this summer.

Standard Grades Proposed for Canned Foods Under Act

TENTATIVE standard grades for canned peas and corn were mailed in June by the Warehouse Division of the Bureau of Agricultural Economics, Department of Agriculture, to more than 4000 grocers and brokers, "with a view to securing their constructive criticisms before the standards are officially promulgated," it is announced by Paul M. Williams, Assistant Chief Marketing Specialists of the Department of Agriculture.

In addition to the standards already drawn up Mr. Williams said that standard grades were in preparation for canned tomatoes, stringless beans, beets, shoe peg corn, spinach and lima beans.

"Greatly increased production and the changes in the scheme of distribution of canned goods in recent years, brought about the necessity for the inclusion of canned food as a storable commodity under the United States Warehouse Act during 1926," Mr. Williams explained.

"The Warehouse Act enables canners so to store their finished products that they may distribute their goods in an orderly fashion, avoiding the necessity of forcing or throwing heavy quantities of their products on the market immediately after canning. The banking fraternity views the Federal Warehouse receipt issued by warehousemen to canners as a high type of collateral. This frequently results in materially lower interest rates, and in many instances reducing handling charges to the minimum, thus cutting overhead expense for the canner.

"A warehouse receipt to be of utmost value to canners must bear an accurate statement of grade, in order that a fair appraisal of the value of the merchandise covered by the warehouse receipt may be made by the loaning agency.

"Realizing the lack of definite grade descriptions for most canned products, the department is working out grades whereby the commercial value of canned foods may be correctly determined. In this work the department has had the cooperation of the canning industry, through the standardization committee of the National Canners' Association, State canners' groups, and individual canners as well.

"Tentative standards have been issued during the past month for canned corn and peas. These standards have had the approval of the various departments and divisions of the Government concerned in the administration of laws touching the canning industry or which purchase large quantities of canned foods. It is expected that standards for canned tomatoes, lima beans, shoe peg corn, stringless (including wax) beans, spinach, and beets will be submitted for the criticism of the trade during the present year.

"Expressions coming to the department indicate that there is a growing tendency on the part of the canners to grade and make sales contracts on the basis of these grades. The disposition

on the part of the canners is also noticed so to label their products that the ultimate consumers may intelligently purchase canned foods on the graded basis.

"Perhaps nothing the canner could do would go further in selling his products to the housewife and increase the sale of canned foods generally, than to have the goods appear on the shelves under a uniform system of grades."

New Owners of Little Rock Firm

William C. Delaney and Kenneth Wing are the new owners of the General Transfer & Storage Co., at Second and Rock Streets, Little Rock, Ark.

Mr. Delaney has been in the transfer and storage business for eighteen years, having served as secretary and manager of the Reeves Transfer Co. Mr. Wing was for fifteen years associated with the Merchants Transfer & Warehouse Co. until his recent resignation.

Back Copies Wanted

DISTRIBUTION AND WAREHOUSING, which started publication longer than a quarter-century ago under the name *Team Owners' Review*, desires to complete its file of the first thirteen volumes—from 1902 to 1914 inclusive, during which years the magazine was known as the *Team Owners' Review*.

If owners of either complete volumes or single copies of the *Team Owners' Review* will communicate with Andrew K. Murray, business manager of *Distribution and Warehousing*, the publishers will be appreciative.

Good prices will be offered for the copies.

New Freight Trucking Firm Is Organized in Detroit

The Great Central Transport Co., with offices in the Michigan Terminal Warehouse Co., has been organized to engage in freight trucking business out of Detroit. The new firm has been incorporated for thirty years with a capitalization of \$50,000, of which \$1,000 has been subscribed and paid in cash.

James B. Godfrey, Jr., of 496 Stimson Place, holds fifty-four shares; L. R. Burger, of 2800 West Grand Boulevard, forty-two shares, and M. E. Turner, of 661 Stimson Place, twenty-four shares.

Bekins Absorbs National

The business, accounts and moving equipment of the recently discontinued National Van & Storage Co., Oakland, Cal., have been taken over by the Bekins Van & Storage Co., of that city. The business at the National's plant, at Twelfth and Oak Streets, was continued until June 15, when it was transferred to the Bekins house at Twenty-second Street and San Pablo Avenue.

Griswold and Walker Form a New Company in Chicago

GRISWOLD & WALKER, INC., Chicago merchandise warehouse firm, has acquired 90,000 square feet of property at 43rd and Robey Streets, improved with a fireproof storage structure providing 150,000 square feet of floor space, and will operate the property under the name of G. & W. Transit Warehouse. An additional warehouse one story high, will be erected at a cost of \$150,000.

The building purchased was formerly operated by the Cooperative Wool Growers' Association and for the past year or so had been idle. It is now being made over into a thoroughly modern plant.

Two Reliance elevators are being installed, one 10 by 18 feet of 4-ton capacity and one 9 by 12 feet of 3-ton capacity, both of the high-speed type and spacious concrete loading platforms are being constructed.

Heating equipment is being installed of the blower type and to be controlled by Thermostat.

There are eight railroad tracks 250 feet long running parallel with the building; these spot about fifty cars.

The warehouse is sprinklered.

The new company has taken a membership in the merchandise division of the American Warehousemen's Association.

Oakland Firm Expands

The Drayage Service Corporation, one of the largest operators of motor trucks, tractors and semi-trailers in central California, with headquarters and shops and warehouses in Oakland, announces the establishment of two completely equipped branches, after the manner of branch banks—one in East Oakland and the other in Emeryville.

The first and larger of the branches will occupy more than half a city block, at 47th Avenue and East 12th Street, Oakland, where a complete freight and express terminal was opened on June 1.

The second new plant is a modern freight terminal on a triangular piece of ground, about half a block in area, bounded by Standeford Avenue and Beaudry and Powell streets, in the heart of the Emeryville business district. It also was opened June 1.

One of the main departments of operation of the company is the handling of railroad shipments between the sub-stations of the several rail lines entering the seven cities on San Francisco Bay. This system will be applied by the corporation to the handling of freight and express between the railroad stations and its new sub-stations, between its main station in Oakland and the sub-stations and railroad stations, between the sub-stations themselves, and between these sub-stations and shippers and consumers. This gives the Drayage firm a network of carefully mapped and scheduled motor transport lines covering communities of a combined population closely approaching 1,000,000.

Old Family Album Unfolds Career of George A. Rutherford, Cleveland

(Concluded from page 26)

ful with the utilitarian, and when the job was done he was so well pleased that he was easily induced to take some stock in the enterprise. In time the former owner retired and went to California to live, leaving Mr. Rutherford as sole proprietor. The next step was for the warehouse business to become all absorbing, and this it did to the extent that George A. Rutherford, builder and contractor, now has his main office in the Lincoln company's building.

Mr. Rutherford was born in Cleveland. His parents journeyed to Canada from Scotland on their honeymoon and later decided to make the new world their home. As a youth George went to high school with Alton H. Greeley and Clarence J. Neal, both destined to become prominent warehousemen of the present day. Completing his education, he became a pattern maker for machinery, but his inclinations were to become a builder as his father had been, and after working with machinery for several years he decided to do the thing he wanted to do most.

He started in a small way, remodeling stores and then putting up a few small houses. While building up an organization he served as bookkeeper, treasurer, superintendent.

His first sizable contract was the building of three houses, and he furnished the material and the labor—plenty of the latter. He took care, also, of the finishing and even of the decorating. For the three completed dwellings he was paid \$4,500, and having no money to finance the enterprise he was obliged to collect in advance every two weeks. That was in 1896 during the McKinley Administration when prices were about the lowest they ever have been, but the young contractor managed to complete the job with a margin of profit. That he did not do that at the expense of the houses is evidenced by the fact that they are still in use and in excellent repair, and Mr. Rutherford frequently smiles in passing them now on the way to inspect some million-dollar public building being erected by the George A. Rutherford Co., builders.

That the three houses of McKinley's day were a fair sample of the company's integrity is further evidenced by the fact that the Lincoln Storage Co. gave Mr. Rutherford the contract of building its new warehouse without an estimate—and Mr. Rutherford built it as though it had been his own, which it now is.

Mr. Rutherford the builder recently put up a second storehouse for Rutherford the warehouseman, though he modestly attributes his success in his second line of endeavor to W. R. Thomas, vice-president, and W. H. Turner, treasurer, whom he "inherited" with the original plant and who still are his associates.

The new Lincoln warehouse has a unique site fronting a park, a boulevard, a campus and a railroad track. Beneath the window of the president's private office a brook babbles over a rocky falls. Behind the building is parked the private car of an officer of the Nickel Plate Railroad—a man who is said to have made his first five dollars guarding the art treasures of the late and very active Cassie Chadwick while the Courts were deciding what disposition

should be made of them. From the roof of the Lincoln one may look down on the football field of Western Reserve University, and along the boulevard in front roll the limousines of fashionable Cleveland. The Lincoln's large electric sign is so arranged as to shine with equal brilliance along the curves of three main thoroughfares. The gate is adorned with lamp posts that might mark the entrance to a country estate.

The building itself has the solidity of a bank with its vaults, its silver rooms and its individual compartments, but art treasures are not lacking either.

There are paintings and pottery scattered about here and there. The vaults and compartments are devoted to the storing of all sorts of household goods from pianos to old magazines, and one lower floor is given over entirely to caring for office records.

There is even a powder room, but not to be used as a cache for ammunitions. This bit of space is sacred to femininity, being fitted with sheer curtains, a multi-mirrored dressing table where Milady may, and undoubtedly does, powder her nose, and a period writing desk where she may sign a check.

When not engaged in his business and civic enterprises at home, Mr. Rutherford seeks relaxation in travel, his journeys having taken him to Mexico, Europe and all around South America by boat. His association affiliations are legion. He is a past president of the Cleveland Advertising Club, a past president of the Cleveland Builders' Exchange, a past president of the East Cleveland School Board, a past president of the Cleveland Furniture Warehousemen's Association, a director of the Cleveland Chamber of Commerce, a director of the Guarantee Title & Trust Co., president of the George A. Rutherford Building Co., a director of the Standard Valuation Co., treasurer of the Guarantee Building Co., a director of the Realty Board Investors' Co., vice-president of the Cleveland Real Estate Board, a member of the Shaker Heights Country Club, the Midday Club, the Cleveland Athletic Club and the Kiwanis Club. Members of the latter association were recently entertained at a luncheon given in the warehouse. (See page 23.)

Mr. Rutherford's son, George, Jr., is associated with his father in the warehouse business, but another member of the younger generation is following in the footsteps of her father and grandfather, for Miss Mildred Rutherford is making a name and a career for herself as an architect and already she has achieved a signal success both in Cleveland and New York. The view from her father's warehouse overlooking the park—the boulevard and the campus with the little brook as an added attraction—has but recently inspired her to draw plans for a small French house to be erected on the roof. Already there is an electric elevator installed and it is expected that actual work on the dwelling will begin in the not far distant future, thus further combining the interests of George A. Rutherford the builder with those of George A. Rutherford the warehouseman.

Long Island Firm Changes Name

The Jackson Heights Van & Express Co., at 7908 Roosevelt Avenue, Jackson Heights, L. I., N. Y., announces that it has changed its name to the Jackson Heights Storage Corporation.

The firm is a member of the New York Furniture Warehousemen's Association.

New Detroit Firm

The American Moving & Storage Co. has been established in Detroit with offices at 5271 Bangor Street, and will shortly engage in the moving and storage business. The organizers are Charles B. Ford, formerly an inspector with the Burroughs Adding Machine Co., and Lydia E. Ford and Robert C. Siewert.

Bay State Traffic Rules

Traffic confusion on Massachusetts State roads and other highways will soon be eliminated. A uniform signal system and State control of traffic are about to be established by the State Department of Public Works and will become effective all over in the Bay State in a little more than a year.

Life of Daniel P. Bray, Kansas City, Is Told in Old Family Album Sketch

(Concluded from page 27)

observe the household goods warehouse business. He saw people selling their homes and putting their goods in storage, others taking their household goods out of storage to go into homes and apartments, and it was not long until he decided to enter that business. As a farmer he had developed the capacity for hard work and strict application to his job, and his years as a real estate operator had developed business shrewdness. That common sense, hard work and strict economy were the three fundamentals which would bring success in any line was Mr. Bray's belief, so for three years he watched the household goods business, and in 1914, with his \$3,000 of borrowed money and his two brothers-in-law as his associates, he organized the Monarch company.

At the time Mr. Bray started on his warehouse career, all except two of the present household goods companies in Kansas City were well established with fireproof buildings, modern equipment and a developed clientele. It was not an easy thing for a new and obscure firm to gain a place against established competition.

This, however, was at the beginning of the World War. Although the United States had not yet entered the conflict, the effect of the great upheaval was being felt in this country. Men were entering the Canadian forces, and business conditions brought about numerous changes of location for executives and employees, with the consequent storing and moving of household goods.

No warehouse enterprise could have been initiated at a more propitious time!

The first Monarch plant was located just one block from the present location of the main plant and office, and consisted of 4000 sq. ft. on the first and second floors of a fireproof building containing no elevator. The \$3,000 bought two teams of horses and harness, one second-hand wagon, rented another wagon, and left enough for a mortgaged motor truck. This was just at the transition period when it was still a question as to whether the warehouse could get along without horses.

Adhering to his theory of hard work and economy, Mr. Bray guided his business through the first critical period. In 1915 the Monarch was incorporated with Mr. Bray as president; in 1916 money enough had been accumulated to buy a lot, and in 1917 the company borrowed the money to build its first warehouse, comprising five stories and basement with 30,000 sq. ft. of floor space.

During this pre-war period business with the Monarch grew beyond anything its founder had hoped for it, with families moving from one city to another, men going to war, into the training camps and into Government work of all kinds. The fall of 1920 found the five-story and basement building inadequate to handle the business which

was coming in, and in that year the firm bought its second location, on a prominent thoroughfare for both automobile and street car traffic, and adjacent to the better residential sections of the city. Here, in the spring of 1921, the company built a six-story and basement building with 35,000 sq. ft. available for household goods storage.

The Monarch now has a \$150,000 paid up capital and represents an investment of \$400,000. It operates seven motor trucks, some of the largest in the industry, and has just recently put on the streets a new bus type long distance van. Although Mr. Bray was for a long time an opponent to long distance hauling, he says his company is now reconciled to assist in research work in that line. Associated with Mr. Bray, who is president and treasurer, are Thomas L. Healy, vice-president, and H. F. Jackson, secretary.

No story of Dan Bray would be complete without a consideration of his interest in association work. He was a charter member of the National Furniture Warehousemen's Association. He became a member of the American Warehousemen's Association soon after starting in business. It was he who sent out the first letter for the organization of the Missouri Warehousemen's Association, taking the list of warehouses as they appeared in *Distribution and Warehousing* and urging upon to all warehouse executives in the State the necessity of a State association. He was the first chairman of the household goods division and was the second president of the association.

In addition to giving freely of his time to association work within his own industry, Mr. Bray has been active in civic affairs. He was a member of the upper house of the City Council from 1922 to 1926. His company has always been active in support of the Chamber of Commerce, and, having retained his interest in his former real estate business, Mr. Bray is an affiliated member of the Real Estate Board. The company retains active membership in ten lesser civic organizations.

Golf is Mr. Bray's hobby, although he does not find much time to indulge in his favorite pastime. However, his membership in the "Hole-in-one Club" testifies to his qualification as something of an expert in the game.

Mr. Bray has an interesting family. His son, Russell C. Bray, is in his third year at the University of Missouri. He is a member of the Varsity football squad, and although he has not yet begun to think seriously of business, Mr. Bray plans to take him into the Monarch if the son shows an aptitude for the work. Evelyn Bray is also a junior at the University and is a member of the debating team. Mr. and Mrs. Bray and Russell and Evelyn are a busy, active family, putting much into living and getting even more out.

\$2,160 Storage Charges Paid on a Victoria Carriage

An old Victoria carriage figured in the day's news in St. Louis recently after being for years in storage with the General Warehousing Co. of that city.

The carriage was purchased two decades ago by Hugh Campbell, a wealthy St. Louisian who, now eighty years old, is something of a recluse. He took it with him to Paris, where, drawn by a pair of sleek black horses, it rolled up and down the boulevards. Brought back

to the United States, it went into storage with the General company.

Its purchase the other day by Dr. T. M. Sayman, president of the T. M. Sayman Products Co., for \$3,000 disclosed that Mr. Campbell had paid the General company \$2,160 in storage charges.

The vehicle and two coach horses are now to be seen on the streets of St. Louis.

Consult the annual Warehouse Directory when making shipments. In no other book can be found information so comprehensive.

French Executive Visits

Jacques Bedel, proprietor of eight large warehouses in Paris and two outside of the French capital, was a visitor in Detroit recently. He is a grandson of the man who is credited with being the first furniture warehouseman in the world to establish such a business. He inspected several of the Detroit warehouses and observed the American methods with much interest, stating that he planned to put in effect several American innovations in his business when he returned to France.

William H. Protzman Dies After a Paralytic Stroke

DEATH on June 11 removed William H. Protzman, vice-president and treasurer of The Powelton Co., Inc., Philadelphia, and one of the best known figures in the country's household goods storage industry. He suffered a stroke and partial paralysis on the night of June 9, and as his condition became increasingly alarming, it was decided to remove him to the Methodist Episcopal Hospital, where he died of cerebral hemorrhage. His home was at 222 South Forty-sixth Street.

Although he had been undergoing treatment and dieting for some time, his passing was entirely unexpected and unnerving to his many friends in the industry and particularly to his business partner, Frederic E. Aaron, the Powelton firm's president, with whom Mr. Protzman had joined forces only last August, and who had been accustomed to look upon Mr. Protzman as a man of unusual dynamic energy, both physical and mental. Mr. Protzman's cheerfulness, courtesy, aggressive policies, and undoubted business capabilities had done much to advance the interests of the partnership during the brief period of its existence.

Always popular because of a singularly engaging personality, though fearlessly outspoken, Mr. Protzman, who was 39 years old on April 12, for two successive terms was president of the Pennsylvania Furniture Warehousemen's Association, serving in 1923-24 and 1924-25, having previously been the organization's vice-president. In 1926 he was elected a director for a two-year term. He was active in promoting the association's welfare, and the members had become accustomed to his leadership on various important committees.

Mr. Protzman started in warehousing on Nov. 19, 1915, with the Twentieth Century Storage Warehouse Co., since consolidated with the Fidelity Storage & Warehouse Co. Through successive department advances he rose to vice-president and general manager of the old Twentieth Century, occupying those offices at the time of the merger.

At the conventions of the National Furniture Warehousemen's Association, Mr. Protzman has been a familiar figure and a conscientious worker, and had served on various committees. Following the Hollywood, Fla., convention of the National, William I. Ford, Dallas, the president, reappointed him chairman of the standard forms committee, as chairman of which he had been instrumental in working out a number of furniture storage documents which the National has approved as standard.

Prior to entering the warehouse business as proprietor and general manager of the Lexington Storage Warehouse, Baltimore, in 1914, Mr. Protzman was engaged variously in engineering as well as banking in New York City, being at one time on the staff of the New York Produce Exchange Bank. For a time he was manager of the Grand Opera House

in South Bethlehem, Pa., receiving when he left a high recommendation from Charles M. Schwab, the steel magnate.

"All that I am able to say about Bill at this time," said Mr. Aaron, "is that he was, first of all, a real man in every sense of the word; a thorough warehouseman and general business man of peculiar abilities and of notable force and with precise knowledge of his own field; and a man of ambition and of absolute honesty, aggressive, yet extremely courteous. I found him a wonderful partner."

Funeral services were held on June 12 in mortuary parlors, and almost every furniture warehouse in the city was represented by from one to four executives, and the room was banked with floral tributes from individual warehousemen, the Pennsylvania Furniture Warehousemen's Association, the Maryland Furniture Warehousemen's Association, and relatives. The Rev. Dr. James, pastor of St. Andrews M. E. Church, officiated. He is survived by his widow.

The body was taken on June 13 to Baltimore for burial in his mother's plot in the Mount Olive Cemetery. Accompanying it were the pallbearers, including Mr. Aaron, president of the Powelton company; George H. Borst, Mr. Protzman's former employer and later his business associate in the Twentieth Century, and C. J. Hamilton, secretary of the Maryland association and president of the Security Storage Co., Inc., Baltimore.

C. C. Shanahan Dies

Charles C. Shanahan, vice-president of the Shanahan Transfer & Storage Co., a Pittsburgh firm which he helped organize thirty-five years ago, died on June 7, aged 55 years, at his home at 251 Lothrop Street, Pittsburgh, after a lingering illness.

Born in Pittsburgh and having lived there his entire life, Mr. Shanahan was interested in social and charitable work. It was related, when death brought to light the numerous charities with which he was quietly but actively identified, that he carried on such work so unassumingly that even his fellow warehousemen were unaware of his welfare work. Directors of one of the organizations for the poor and aged disclosed that for years he had been supplying turkeys for all on each Christmas Day and every Thanksgiving.

Mr. Shanahan was one of the organizers of the Monongahela Council, Knights of Columbus, and was a member of the Pittsburgh Country Club, Pittsburgh Athletic Association, and many other organizations, and of St. Paul's Roman Catholic Church, and of the National Furniture Warehousemen's Association, Pennsylvania Furniture Warehousemen's Association, and Pittsburgh Furniture Storage & Movers' Association.

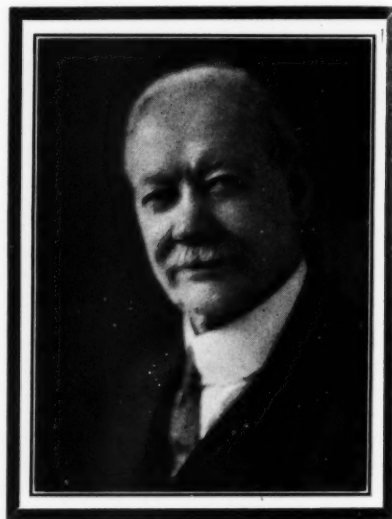
His widow, Lottie Radcliffe Shanahan; a daughter, Mrs. George W. Aufderheide, and two grandchildren survive.

Death Removes J. M. Murray of Distribution & Warehousing

JAMES MCCOMBIE MURRAY, father of Andrew K. Murray, president of Distribution and Warehousing Publication, Inc., and business manager of *Distribution and Warehousing*, died in a New York hospital on June 14 following an operation occasioned by a tumor in the stomach.

Andrew K. Murray submitted to a blood transfusion in a fruitless effort to save his father's life.

The elder Mr. Murray was a member of the staff of *Distribution and Warehousing*. He compiled the magazine's index published each year and supervised other business and editorial records. To the office force he was famili-



James McCombie Murray
1855-1928

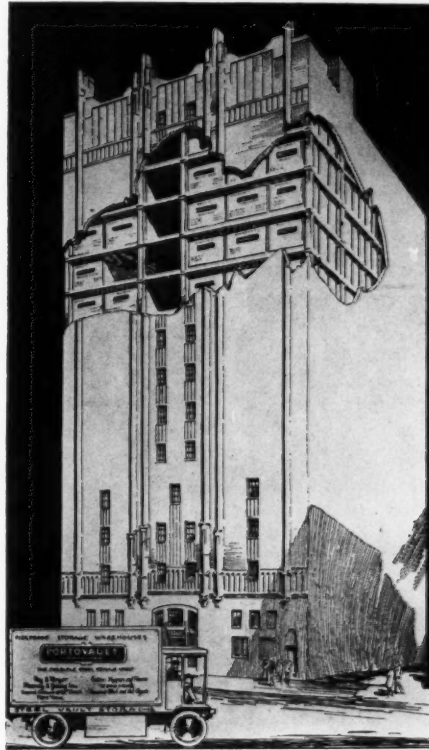
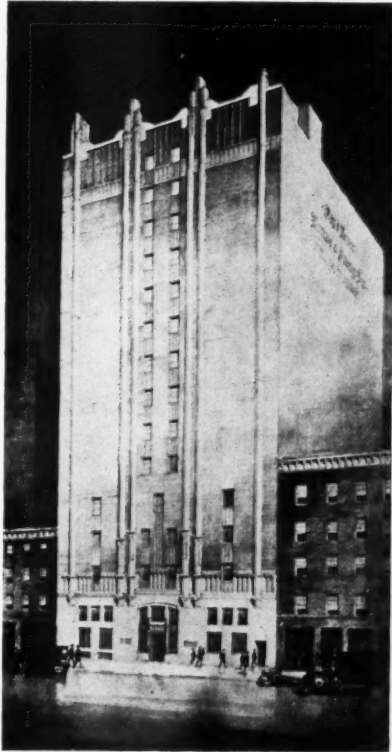
arly known as "Pop"—a signature which he used on verses which are scattered through the advertising pages of the magazine.

Born 72 years ago in Aberdeen, Scotland, Mr. Murray spent ten years on the island of Ceylon as a tea planter, and he was a pioneer in exporting Ceylon tea to the United States, where for a time he represented the Ceylon Tea Growers' Association. Subsequently he experienced long service with the New York Central Railroad, which several years ago honorably retired him.

Mr. Murray was twice married and is survived by three children—Andrew Kenneth Murray, who was born while the father was a resident of Ceylon; James McCombie Murray, Jr., of Chicago, and Mrs. J. W. Ferris, of Los Angeles—and eleven grandchildren.

Of deeply religious character, Mr. Murray was the author of many verses and the composer of numerous sacred musical pieces which have seen publication. One of the hymns, "How Sweet the Name of Jesus Sounds," was sung at his funeral services, which were held in Brooklyn on June 15.

The Warehouse of the Future



After many years of study we have succeeded in perfecting the "box type" warehouse as is evident by the successful operation of the Day and Meyer-Murray and Young Warehouse in New York City.

Attaining practical and economical operation in this type of warehouse necessitates the solving of many unusual difficulties in planning and construction.

We will be glad to confer with you if you are interested in this type of warehouse.

MOORES & DUNFORD, Inc.

110 East 42nd Street



New York City

Leonard-Detroit Firm Opens Eighth Warehouse in Detroit

THE Leonard-Detroit Storage Co., Detroit, opened early in June its eighth warehouse, at Grand River Avenue and Oakman Boulevard, to serve the northwest community in the outlying districts beyond the territory served by the warehouse at Grand River and Warren.

The new structure is of fireproof construction with an exterior of red face brick, similar to the company's other plants. It stands nine stories high and covers ground space 44 by 100 feet. The ground floor, fronting on Grand River Avenue, comprises store space with a fourteen-foot office on one side, and there is a mezzanine floor.

The receiving department is located in the rear of the first floor, as is the freight elevator lobby. The upper floors are given over entirely to furniture and automobile storage.

Fred Greucke, who has been with the firm a number of years, has been appointed superintendent.

The Leonard-Detroit firm, it is announced by Arthur A. Leonard, president, has concluded arrangements with Sears, Roebuck & Co. to handle the retail delivery business of the Chicago company. These two stores, which opened on June 14, are at Grand Avenue and Oakman Boulevard and Gratiot

Avenue at Van Dyke.

Sears, Roebuck & Co. operates on a cash-and-carry basis in so far as small purchases are concerned, but the furniture, stoves, radio, camping equipments, tires and other heavier merchandise will be delivered by the Leonard warehousing concern. Deliveries from the Grand River Avenue and Oakman store will be handled out of the warehouse just opened across the street, while those of the Gratiot Avenue store will be cared for by the Leonard warehouse at Gratiot and Seyburn.

Deliveries will be under the supervision of J. J. Miller, general manager of the warehouse firm.

Hollywood Co. Handling Planes

The Hollywood Storage Co., Hollywood, Fla., has developed a new business—handling airplanes. H. C. Lippiatt, Hollywood, southern California distributor for Travel Air Planes, of Wichita, Kan., formerly had the planes consigned to him flown from Wichita. One of them crashed, and Mr. Lippiatt, who had previously had his household goods handled by the Hollywood Storage Co., sought the latter's advice, with the result that the planes now move from Wichita to Hollywood via rail, consigned to the Hollywood warehouse firm. On order from Mr. Lippiatt, the machines are trucked by the Hollywood firm to whatever flying field he designates.

Congress Legislates That Warehouseman Shall Be Paid

Distribution and Warehousing's
Washington Bureau,
1163 National Press Building

THE Government will pay William R. Boyce & Son, Inc., New York City warehousemen, a debt of \$1,208.25, which it has owed for the past five or six years, as the result of a bill enacted by Congress and signed by President Coolidge on the final day of the first session of the Seventieth Congress.

On June 11, 1922, the Government seized at the port of New York 75 drums of alcohol and stored it in the warehouse of the Boyce company. Seizure proceedings were deferred and the importation was at that time considered "unclaimed merchandise." This procedure was adopted so that the Customs authorities could sell it to permit holders.

The alcohol was subsequently offered for sale, but no offer was made which would pay the costs of storage and labor, and the alcohol was destroyed on July 20, 1923.

On account of the fact that the alcohol was listed as "unclaimed merchandise" while it was in the Boyce warehouse there was no authority for paying the storage charge, and a special act of Congress was necessary to allow the Government to pay the Boyce firm for its storage of this alcohol.

—Ruby A. Black.

Wallace Company Opens New Philadelphia Plant Tower Clock an Advertising Feature

THE Wallace Storage Co., Inc., Germantown, Pa., has completed and moved into its new fireproof warehouse at 237-253 Church Lane, Germantown, Philadelphia's oldest suburb. The plant is conveniently located along the tracks of the Reading Railroad and was built to serve Germantown, Chestnut Hill, Oak Lane, Elkins Park, Jenkintown and Glenside.

The structure is seven stories high with basement and is 75 by 120 feet, with elevators and stairway in a fire tower at one side of the building. In the top of this tower is a clock with ten-foot dials; at night, this is illuminated, making the tower an advertising feature.

The entire width of the first floor is occupied by the company's office, which is so windowed that little artificial light is necessary. It has a marble counter and a terrazzo floor, and contains a fireproof and burglar-proof vault for storage of silverware and other valuables. To the rear of the office is a vault for rug storage, with a door so situated that it is within seven feet of the loading platform. On the ground floor also is a fumigation room for rugs, furniture, etc.

The mezzanine story contains trunk and piano rooms, together with seventy-five small individual vaults for storage of household goods.

The basement, where the packing is done, contains fireproof vaults for storage of barrels, boxes, excelsior, paper, etc.

The building is heated throughout by a heater in the basement.

On the same lot, but in a separate building, are the company's upholstering and rug and carpet cleaning departments.

The site is close to the Cheltenham Avenue station of both the Pennsylvania Railroad and the Reading Railroad.

The Wallace warehouse was designed by George S. Kingsley, architect, New York City.



International Trucks are sold and serviced through these 164 Company-owned branches in U. S. and Canada

Aberdeen, S. D.	Camden, N. J.	Duluth, Minn.	Harrisburg, Pa.	Madison, Wis.	Parkersburg, W. Va.	St. Louis, Mo. (2)	Terre Haute, Ind.
Akron, Ohio	Cedar Falls, Iowa	East St. Louis, Ill.	Helena, Mont.	Mankato, Minn.	Parsons, Kan.	Salina, Kan.	Toledo, Ohio
Albany, N. Y.	Cedar Rapids, Iowa	Eau Claire, Wis.	Houston, Texas	Mason City, Iowa	Peoria, Ill.	Salt Lake City, Utah	Topeka, Kan.
Altoona, Pa.	Charlotte, N. C.	Edmonton, Alta.	Hutchinson, Kan.	Memphis, Tenn.	Philadelphia, Pa.	San Antonio, Texas	Toronto, Ont.
Amarillo, Tex.	Chattanooga, Tenn.	Elizabeth, N. J.	Indianapolis, Ind.	Miami, Fla.	Pittsburgh, Pa.	San Diego, Calif.	Tulsa, Okla.
Atlanta, Ga.	Cheyenne, Wyo.	Elmira, N. Y.	Jackson, Mich.	Milwaukee, Wis.	Portland, Me.	San Francisco, Calif.	Utica, N. Y.
Auburn, N. Y.	Chicago, Ill. (3)	El Paso, Tex.	Jacksonville, Fla.	Minneapolis, Minn.	Portland, Ore.	Saskatoon, Sask.	Vancouver, B. C.
Aurora, Ill.	Chicago Heights, Ill.	Erie, Pa.	Jersey City, N. J.	Minot, N. D.	Providence, R. I.	Schenectady, N. Y.	Washington, D. C.
Baltimore, Md.	Cincinnati, Ohio	Evansville, Ind.	Joliet, Ill.	Montgomery, Ala.	Quebec, Que.	Scranton, Pa.	Waterloo, Ia.
Billings, Mont.	Cleveland, Ohio	Fargo, N. D.	Kankakee, Ill.	Montreal, Que.	Quincy, Ill.	Seattle, Wash.	Watertown, N. Y.
Birmingham, Ala.	Columbia, S. C.	Fort Dodge, Iowa	Kansas City, Mo.	Nashville, Tenn.	Regina, Sask.	Shreveport, La.	Watertown, S. D.
Bismarck, N. D.	Columbus, Ohio	Fort Wayne, Ind.	Knoxville, Tenn.	Newark, N. J.	Richmond, Ind.	Sioux City, Iowa	Weyburn, Sask.
Boston, Mass.	Council Bluffs, Iowa	Fort Worth, Texas	Lethbridge, Alta.	New Haven, Conn.	Richmond, Va.	Sioux Falls, S. D.	Wichita, Kan.
Brandon, Man.	Dallas, Texas	Gary, Ind.	Lexington, Ky.	New Orleans, La.	Rochester, N. Y.	South Bend, Ind.	Wilkes-Barre, Pa.
Bront, N. Y.	Davenport, Iowa	Grand Forks, N. D.	Lincoln, Neb.	New York, N. Y.	Rockford, Ill.	Spokane, Wash.	Williamsport, Pa.
Brooklyn, N. Y.	Dayton, Ohio	Grand Rapids, Mich.	Little Rock, Ark.	No. Battleford, Sask.	Saginaw, Mich.	Springfield, Ill.	Wilmington, Del.
Buffalo, N. Y.	Denver, Colo.	Green Bay, Wis.	London, Ont.	Oakland, N. Y.	St. Cloud, Minn.	Springfield, Mass.	Winnipeg, Man.
Cairo, Ill.	Des Moines, Iowa	Greensboro, N. C.	Long Island City, N. Y.	Oklahoma City, Okla.	St. John, N. B.	Springfield, Mo.	Winona, Minn.
Calgary, Alta.	Detroit, Mich.	Hamilton, Ohio	Los Angeles, Calif.	Omaha, Neb.	St. Johnsbury, Vt.	Springfield, Ohio	Winston-Salem, N. C.
	Dubuque, Iowa	Hamilton, Ont.	Louisville, Ky.	Ottawa, Ont.	St. Joseph, Mo.	Syracuse, N. Y.	Yorkton, Sask.
							Youngstown, Ohio

"From Here to Anywhere"



by INTERNATIONAL TRUCK

MORE and more the trucks of America's transfer, storage, and moving companies are expected to pick up loads "here" and miraculously shift them to any of a thousand "anywheres" a dozen miles or five hundred miles away. And when a truck pokes its nose out of town for a four or five hundred mile run under full load it has real work to do. Its job is no pleasure run, nor is it a job for a re-designed pleasure car. That is one reason why transfer men are turning in such great numbers to the all-truck International.

It is reassuring to know that during the course of a run like this, your International may run past the doors of ten or a dozen, or more, of the 164 Company-owned International branches. Big,

modern, fully equipped service stations where truck transportation and truck service are the order of every day and every minute! However far your trucks may wander from home they can never be far from International service. That's important when trucks mean as much as they do in your business.

The long, speedy International shown above is one of our big family of Speed Trucks. The complete line includes the Special Delivery; the Six-Speed Special; 1¼, 1½, and 2-ton Speed Trucks; and Heavy-Duty Trucks for loads of from 2½ to 5 tons. Also, McCormick-Deering Industrial Tractors. Ask us for a folder and the nearest address at which you can see these trucks on display.

INTERNATIONAL HARVESTER COMPANY

606 SO. MICHIGAN AVE.

OF AMERICA
(Incorporated)

CHICAGO, ILL.

INTERNATIONAL

HARVESTER TRUCKS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Whitmarsh Resigns as Head of Pacific Commercial Co.

THE resignation has been announced of B. E. Whitmarsh as general manager of the Pacific Commercial Warehouse, Inc., Los Angeles, on account of ill health. He has long been secretary of the Los Angeles Warehousemen's Association.

Frank C. Seehorn, formerly president and manager of the Seehorn Storage & Transfer Co., Spokane, Wash., has succeeded Mr. Whitmarsh with the Pacific Commercial company.

Among the personality sketches on file with *Distribution and Warehousing* for the "Old Family Album" series is one of Mr. Whitmarsh written by Elizabeth Forman, originator of the series and author of many of these "success stories" of executives who have won recognition in the public warehouse industry. Miss Forman's sketch follows:

Writing the life story of one of the most modest men in the warehouse business has its difficulties—especially on a busy day.

The Los Angeles telephone system must have been out of order. We got Trinity 8282 on the very first nickel. Yes, this was the Pacific Commercial Warehouse, Inc., and Mr. Whitmarsh was in.

"A story for *Distribution and Warehousing*? It would be much better to call up Mr. Gerald FitzGerald—just a minute and I'll give you his number." Mr. Whitmarsh was speaking—or had been speaking.

Into a dormant telephone our protestations were lost. Mr. Whitmarsh was looking up Mr. FitzGerald's number.

So we had to start all over again: "With all due respect to Mr. FitzGerald, it is a story about *you* that we want just now. Besides, we already have a story about Mr. FitzGerald."

It was a busy day. Mr. Whitmarsh had just returned from a convention but he would see us for ten minutes.

Mr. Whitmarsh—the initials are B. E.—is president of the Pacific Commercial Warehouse, Inc., 923 E. Third Street, Los Angeles. He has been in business about six years.

"This property is owned by the Spreckels interests," was his answer to a direct question as to how he happened to get into warehousing. "And," he continued, "Will you please be very particular about the spelling. S-p-r-e-c-k-e-l-s—not l-e-s. The Spreckels of San Francisco and San Diego. It's a very proud name—they are one of the oldest families on the Pacific Coast and also one of the richest. They have sugar plantations on the Hawaiian Islands and they also were engaged in the shipping business until they sold the Oceanic steamship line to Matson."

Two of the precious ten minutes were gone.

"Oh, I started in as a poor clerk." This in answer to another direct question. "After that I passed through the

stages of bookkeeper, inspector, office manager and general manager—and here I am. That's all. If you want a story you really ought to see Charles T. B. Jones. Now there's one of the most interesting men in the warehouse business. He has lived in Canada and in India and has had lots of exciting adventures. They tell a story about how he got into a crap game when he was a very young man and not making too much money. Luck was against him but he kept on playing until he finally reached a point where he would have been financially ruined had he had to pay his losses. So he started to double, and he doubled until his luck turned. One has to be a good gambler to do that—it takes a lot of nerve."

Five of the ten minutes were gone.

Over the president's desk there hangs a framed testimonial from the California Warehousemen's Association to the Los Angeles Warehousemen's Association, of which Mr. Whitmarsh has long been secretary. To bring the conversation back to cases, we asked a question about that.

"Oh, yes," came the answer. "That was in 1902. We gave them a stag dinner. We tried to put lots of spice in both dinner and program—San Francisco always goes the limit in doing things well. Merle Turner was with me on the entertainment committee. Merle has had a thrilling career. He was in the air service during the war. He also has a gorgeous tenor voice and he whistles—entertains us at all the California meetings."

Two more minutes of the precious ten had ticked themselves off into eternity.

"Mr. Whitmarsh," we interrupted, firm at the risk of being rude. "You said you started in as a clerk—"

"Oh, that was in another department—the commission business. The Spreckels firm also handles coal, coke, pig iron and cement in carload lots on a commission basis. I was with them fourteen years before I came here. This was easy—just routine work with little excitement about it, because the former manager had built up such a splendid organization that when he retired because of age it was easy for a newcomer to step in and handle the reins. The former manager's name was—"

But the ten minutes were up.

So it was from the records after all that these few facts were collected:

B. E. Whitmarsh was born in Chicago. When he was quite young his parents moved to Portland, Ore., where he was graduated from school. His first job was with the Oregon Railroad & Navigation Co. in Portland. Later he was general manager of the Corvallis Eastern Railway at Albany, Ore. From there he went to the Wells Fargo Express Co. in San Francisco and then to the Southern Pacific for about eight years before joining the Spreckels organization.

Entering the warehouse business after fourteen years in the commission business seemed an easy step, the new enterprise being materially different yet basically the same as other undertak-

Army Bases Earned Millions for Shipping Board in 1927

THE United States Shipping Board, according to figures made public in Washington on June 11, receives approximately \$390,000 annually from the rental of former Army base terminals of which the Board was made custodian under the provisions of the Merchant Marine Act.

The Board, it was explained, is in charge of six bases, five of which are rented, and one, at Hoboken, N. J., under the direct management and control of the Board.

The interests to which the five leased bases are leased and the rentals received by the Board during the fiscal year 1927 are as follows:

Boston base, leased to the Boston Tidewater Terminals, Inc., \$32,547.48.

Brooklyn base, leased to the Atlantic Tidewater Terminals, Inc., \$184,851.55.

Philadelphia base, leased to the Merchants Warehouse Co., \$118,290.97.

Norfolk base, leased to the Norfolk Tidewater Terminals, Inc., \$51,720.91.

The Charleston base, leased to the Port Utilities Commission, Charleston, S. C., returned virtually no revenue to the Board, it was stated.

To Operate Motor Freight Depot in Indianapolis

Incorporation papers were filed with the Indiana Secretary of State on June 4 for the Indianapolis Motor Freight Depot, Inc., a company organized as a pool car distributing agency and to centralize arrivals and departures of overland motor freight lines. The depot will be located in a former brewing company building at 243 West Merrill Street, on Big Four Railroad tracks, and switching arrangements with other rail carriers have been made.

Jacob M. Bowser, president of the new company, has been in the transfer business about twenty years. Charles W. Legg, vice-president, was for twelve years in railroading and with the O'Donnell Transfer Co. for another twelve-year period. W. Everett Bowser, secretary and treasurer, has been engaged in local and long distance trucking business for twenty-three years.

ings in which he had been engaged.

One of the first things to come to his notice during the time he was adapting himself to his new surroundings was the fact that a great deal of business was slipping away from his firm because of a lack of office facilities for customers, so he inaugurated a plan, which has proved a signal success, of fitting up some twenty offices in the warehouse to be rented to patrons only. This proved a popular and paying proposition right from the first.

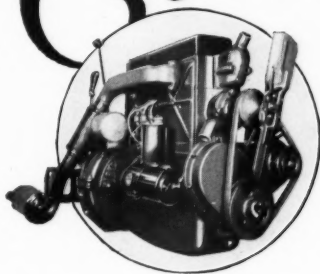
Mr. Whitmarsh is known as a man who believes in routine and hard work. His principal diversion is golf.

—Elizabeth Forman.

for Economical Transportation



Engine Features that provide Better Performance. Greater Dependability and Economy



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Low Prices

LIGHT DELIVERY

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Chassis Only

UTILITY TRUCK

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Chassis Only

Prices f. o. b. Flint, Mich.

Adjustable Valve Tappets

Chevrolet valve tappets can be easily adjusted to eliminate loss of power and acceleration during life of truck.

Large Bearing Surfaces

Exceptionally large bearing surfaces provide increased dependability, quieter engine operation, greater power and longer life.

Positive Lubrication System

Chevrolet's positive vane type oil pump insures a plentiful supply of oil to the bearing surfaces at all times.

Air Cleaner

The AC air cleaner is another motor safeguard that removes dust from the air taken into the carburetor—adding life to the motor and increasing its efficiency.

Oil Filter

The AC oil filter removes dust and grit from the oil, making fewer oil changes necessary and adding thousands of miles to the engine's life.

Crankcase Breathing System

A breathing system which clears the crankcase of vapors prior to condensation, minimizes oil dilution, and adds materially to the long life of the motor.

Thermostatic Control

A thermostat in the cylinder head controls the water circulation, assuring the proper degree of cooling for any temperature.

Completely Enclosed Motor

A complete motor enclosure protects the exterior working parts against dust and dirt—adding to the motor's life and efficiency.

CHEVROLET MOTOR COMPANY, DETROIT, MICHIGAN
Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Activities of Executives In and Out of the Industry

GERALD FITZGERALD, president of the Union Terminal Warehouse Co., Los Angeles, and the Associated Terminals Co., San Francisco, was in Seattle on the opening day of the recent convention of the California Warehousemen's Association. That was Thursday—but he attended the banquet in Los Angeles Friday evening. He went by airplane from Seattle to San Francisco, where he connected with a steamship which put him in Los Angeles in time for the convention's closing activities.

Tarrant P. King, proprietor of the Fort Hill Storage Warehouse, Boston, was one of the Boston Real Estate Exchange's delegates at the annual convention of the National Association of Building Owners and Managers, in St. Louis during the week of June 11.

John L. Nichols, treasurer of the Merchants Warehouse Co., Boston, and dean of the warehouse industry in New England, is spending the summer months at Hancock Point, near Bar Harbor, Me.

J. U. Nicolson, vice-president and general manager of the Central Storage & Forwarding Co., Chicago, has translated into English "The Complete Works of Francois Villon," being published in two volumes by Convici, Friede, Inc., New York. He wrote also the introduction. Mr. Nicolson is the author of several books of poems.

George N. Winkler, secretary and treasurer of John Winkler's Sons, Inc., Far Rockaway, N. Y., sailed late in June for Europe, accompanied by Mrs. Winkler and their son, George, Jr., who is a student at Notre Dame University. They plan to visit France, Switzerland, Italy, Germany, Holland and England during July and August.

Houston Blaze

The household goods plant of the Bartell Warehouse & Storage Co. at 801 William Street, Houston, was destroyed by fire, with all its contents, on June 12, with an estimated property loss of \$100,000. Furniture and 400 gallons of paint were burned. The warehouse was a four-story brick structure, containing 25,000 square feet of floor space. It was leased by the owners to Max Epstein about eight months ago.

Camden Company Builds

The South Jersey Warehouse Co., Camden, N. J., is completing a new warehouse adjoining its present group of storage structures at 1300 Pine Street. The structure is to contain 25,000 square feet of floor space, with concrete basement and two floors with elevator service. It will be sprinklered and heated throughout, and will be served by two railroad sidings and have concrete loading and unloading platforms.

The building will be of extra-heavy standard, slow-burning construction to harmonize with the company's other warehouses.

"This is the first link in our expansion program," according to C. P. Rommel, secretary, "and we will continue to erect new warehouses as fast as our business growth warrants. Two acres of land with siding facilities for twelve cars enable us to plan further expansion. We have grown ten-fold since we started our enterprise eight years ago. We now own and operate more than 100,000 square feet of floor space devoted to merchandise storage besides having under lease outside storage space. We operated about 100 per cent capacity during 1927."

Make Way for Our Ladies

MARIE M. BOWEN, secretary and manager of the Tripp Warehouse Co., Indianapolis, has been elected president of the Woman's Rotary Club of that city.

Grace Dewey of the Westland Warehouses, Inc., Los Angeles, and Carrie Hellyer of Lyon Fireproof Storage Co., Los Angeles, have been elected respectively first vice-president and corresponding secretary of the Women's Traffic Club of Los Angeles.

Treasury Ruling Suspended

After the Treasury Department had ruled, late in May, that none but surety company bonds would be accepted on imports sent to bonded warehouses, effective July 1, the Merchants' Association of New York filed a protest and it was subsequently announced that, pending investigation, the ruling had been indefinitely postponed. The Merchants' Association has asked that a public hearing be held before any action is taken to enforce the order.

Adverse Ruling in Colorado

The Colorado Supreme Court ruled on June 4 that city streets were public highways and that trucks on them were subject to being taxed if such vehicles were of the "for hire" type. This affects the trucks operated by Colorado's furniture warehouse companies.

Some of the district judges in Colorado had ruled in favor of trucks owned by warehousemen, declaring that the State law should not apply to them. The State carried a decision of this character to the Supreme Court, which has now upheld the State, the Supreme Court opinion meaning that the household goods warehousemen must comply with the law and pay the taxes.

According to the warehouse interests it was not the intention of the framers of the statute to include household goods movers within its scope.

Retail and Wholesale Trade Discussed for Eleven Cities

WHAT the Domestic Distribution Department of the Chamber of Commerce of the United States describes as "an invaluable cross-section of the buying habits of urban America and of trade conditions in metropolitan areas" is set forth in a 202-page book, "Retail and Wholesale Trade in Eleven Cities," issued by the national Chamber's committee on collection of business figures. A statement by G. H. Paine of the Domestic Distribution Department says:

"This is a complete report of the entire experimental census of distribution conducted last year by the United States Bureau of the Census, in cooperation with the Chamber of Commerce and affiliated bodies.

"It gives figures for each of the cities and for all cities combined, supplementing and superseding all previous reports. Much valuable information is presented, particularly on chain and independent store sales for each city and for all classes of business.

"Since this eleven-city census is the first actual enumeration of retail and wholesale trade ever attempted, we believe that its results will be of intense interest to business men generally."

Covering door-to-door enumeration of 93,000 retail stores and 17,000 wholesale firms, the census was carried on in Fargo, N. D., Springfield, Ill., Syracuse, N. Y., Atlanta, Denver, Seattle, Kansas City, Mo., Providence, R. I., Baltimore, San Francisco and Chicago and was an outcome of the National Distribution Conference which was held in Washington in 1925.

The price of the book is \$1.50 and copies may be obtained by addressing the national Chamber's Domestic Distribution Department, Washington.

Bannon With North Pier Co.

William M. Bannon, formerly manager of the Michigan Terminal Warehouse Co., Detroit, has been appointed general superintendent of the North Pier Terminal Co., Chicago. He is in charge of all operations and is responsible for service to the North Pier's tenants and general storage customers.

During the war Mr. Bannon was assigned to the office of the Director of Purchase, Storage and Traffic, Washington, D. C., and later was superintendent of warehouses of Montgomery Ward & Co. in Texas. Subsequently he served as assistant manager of warehousing and distribution for eight States with the Vacuum Oil Co., Chicago, and went from that position to the Michigan Terminal Warehouse Co., Detroit, first as secretary and then as manager.

Trucking Firm to Lease Plant

The Cummins Trucking Co., Fort Wayne, Ind., will take over under lease a modern storage and office building which is being erected at Francis and Hayden Streets.



High Speed—Long Distance Hauls Are Daily Performance

... WITH A GRAMM. — —

Powerful
and
Fast — —
Built to Last!

and why shouldn't this be a daily occurrence—for the design and construction of a Gramm embodies all that is required to give "Outstanding Performance"—large, powerful, six-cylinder engine, correct transmission reductions and rear axle ratio for speed and power; two stage springs to cushion chassis, body and load, even tho the vehicle be empty, partially or fully loaded; a frame construction that is clean cut and well balanced, incorporating many exclusive Gramm features, such as cross bracing, tubular stabilizer under frame to prevent vibration and reinforcing in side rails.

All of these have been coordinated and balanced—by engineers with a reputation as leaders—producing a Motor Van that is flexible and economical in operation, graceful and refined in appearance.

Write for complete information.

GRAMM MOTORS, Inc.

Builders of Fine Motor Trucks and Coaches

EXECUTIVE OFFICES: LIMA, Ohio

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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

New Vehicle Wheel

A wheel within a wheel, with a pneumatic tire separating them, has been invented by Schuyler C. Hatfield, Baltimore, who says the device will give added comfort and safety to riding in motor vehicles and airplanes. He demonstrated it to engineers and financiers at the Transportation Building in New York recently.

Punctures and blowouts in automobile tires are eliminated in the new wheel, which can be equipped with a solid rubber tire on its outer rim, according to the inventor. Shocks are absorbed by the pneumatic link between the hub and the outer rim.

The tire link in the wheel is composed of rubber and heavy fabric that alone would carry a vehicle, Mr. Hatfield said, without air pressure inside. Pressure of ten pounds was in the tires being demonstrated on a one-ton truck, the inventor said, twenty-five being adequate for street cars and ten for an airplane.

Easier starting and stopping, with less shock, are assured on automobiles and street cars using his invention because the usual torque strain is relieved by the "give" in the new wheel, Mr. Hatfield contended, and that property decreases the tendency to skid when brakes are applied suddenly.

Manufacture of the wheel is being carried on in Baltimore by the Hatfield Resilient Wheel Co. Thirty-two models of the invention for various types of automobiles, street cars, railway coaches and airplanes have been designed, Mr. Hatfield announced.

Inter-State Drops "Forwarding"

Announcement is made by William I. Ford, president of the National Furniture Warehousemen's Association, that the name of his Dallas business has been changed from the Inter-State Forwarding Co. to the Interstate Fireproof Storage & Transfer Company.

The firm was established in 1913. Its office is at 301 North Market Street.

Mrs. Hannah Turner Passes

Mrs. Hannah Turner, mother of George E. Turner, president of the Turner Moving & Storage Co., Denver, and widow of George F. Turner, a pioneer Colorado warehouseman who founded the firm that bears his name, died recently at the home of her daughter, Mrs. Judson Rohrbough, in Los Angeles. Mrs. Turner was born in Iowa in 1843.

George E. Turner's son-in-law, Frank Wasson, of Bennett, Colo., died in May.

New Birmingham Company

The Security Storage & Transfer Co., Birmingham, Ala., has been incorporated by Leo L. Roby, president; W. H. Roby, vice-president, and Catherine E. Roby, secretary, with a capital of \$2,000.

Fort Smith Firm Adds Equipment

The O. K. Transfer & Storage Co., Fort Smith, Ark., has purchased six White trucks, each of 2½-ton capacity,

An intelligent guide to economic distribution: the annual Warehouse Directory. He who consults it, profits.

with inclosed padded furniture van type bodies and special equipment for use in long distance hauls.

Th O. K. firm now operates fifteen motor trucks and six horse-drawn vehicles, the latter for use in narrow thoroughfares. The trucks make trips averaging from 400 to 500 miles. Some of the hauls have been to Chicago, Kansas City, St. Louis and Jackson, Miss.

Three Kansas City Firms Add to Motor Equipment

The A-B-C Fireproof Warehouse Co., the Monarch Transfer & Storage Co. and the Kathrens Moving & Storage Co., all of Kansas City, have recently each added a modern unit to its motor truck fleet. (Turn to page 22 for illustrations.)

The A-B-C vehicle, which recently completed an 1850-mile trip, is orange with white letters outlined in bright blue; the stream line belt is of white, lettered in gold, and other lettering is bright blue with white outline. The loading space is 18 feet long, 7 feet wide and 7½ feet high. The roof is of galvanized iron and the side panels are of Plymetl. The completed unit weighs 3800 pounds. One feature, intended to have advertising value, is an eight-day clock installed over the cab on the right side of the body. There are other features, such as a shaving outfit compartment, mirror, etc., for the driver and his helpers. The truck is fully equipped with proper lights and signals in conformance with State traffic regulations.

The Monarch vehicle is the first to be operated in Kansas City by an agent of the Allied Van Lines, Inc., the intercity removals agency of the National Furniture Warehousemen's Association. It is on a Diamond T chassis, and has a specially-built Kastler body the dimensions of which are 17 by 7½ by 7½ feet. There is room for four men in the cab, where an overhead hatch may be used either for storage or sleeping quarters, with a door providing ready access to it. The bus has a wheelbase of 224 inches and is equipped with 36 x 8-inch tires.

The Kathrens vehicle is a 3-ton Reo bus chassis and has a six-room capacity. The body is yellow with a band of orange and orange wheels. The capacity is 750 cubic feet, exclusive of tail gate. The wheelbase is 175 inches and uses 34 x 7-inch tires.

Butler Company Expands

Butler's Warehouses, Inc., Brooklyn, has opened refrigerated space in a building at 8 to 16 Degraw Street. The location is on the waterfront. Heretofore the company has been engaged exclusively in merchandise storage.

Fruit Storage Regulations

Inclusion under the terms of the U. S. Warehouse Act of the storage of cold pack fruit is provided in regulations recently signed and promulgated by the Secretary of Agricultural Economics in Washington.

Cold pack fruit is defined in the regulations as the product obtained by packing properly matured and fresh fruit and berries according to specified conditions, into suitable containers, and by maintaining such packed commodities at a temperature sufficiently low to insure its preservation.

Under the regulations the packing plant must be inspected and approved by Department examiners and the product must be inspected and approved at the packing plants by licensed examiners who must issue a special form of certificate to the storing warehouseman. No product is permitted to be stored if it fails to reach the sharp room of the warehouse within twelve hours after inspection at the packing plant. Temperature of the sharp room must be at least zero and all products to be stored must remain in the sharp room at least 48 hours before being transferred to regular cold storage compartments, which must have temperatures not in excess of 20 degrees Fahrenheit at all times.

Chicago Blaze

Fire which attacked a warehouse building under lease to the North Pier Terminal Co., at North Water Street and the Chicago River, Chicago, on May 16, destroyed two sections of the building and damaged a third. The reported loss was \$150,000 and was covered by insurance. Paper rolls, shingles and boxed merchandise were stored in the warehouse, which, it is announced, will be rebuilt.

Brownsville Firm Builds

The Bonded Warehouse Co., Brownsville, Tex., is erecting a \$100,000 storage building in the Los Ebanos section of the city and has plans for a \$250,000 cold storage plant, which will be 100 by 240 feet and have a capacity of 100 carloads. The cold storage unit will be of brick and reinforced concrete, and will be located adjacent to rail lines and have switching facilities.

Ohio Truck Rulings

The Ohio Public Utilities Commission has issued new rulings governing the filing of applications by common carrier truck and freight transportation companies for changes or increases in their equipments and tariffs.

Under the revised regulations, when a carrier is operating under a regular certificate the application must clearly set forth a list of all motor truck transport companies, steam railroads, interurbans, etc., operating in the territory served or proposed to be served by the applicant. Heretofore such information was required only in connection with applications for new certificates.

FISHER HEAVY DUTY SIX VAN

SUPREME IN THE 2½ TO 3½ TON CLASS



BUILT TO PERFORM

POWERFUL 6 CYLINDER MOTOR, EITHER WORM OR BEVEL GEAR AXLES, PNEUMATIC TIRES, DUAL REARS, 4 SPEED FORWARD TRANSMISSION, REGULAR AND LONG WHEELBASES, FULL ELECTRICAL EQUIPMENT, UTILITY VAN BODY OF MOST MODERN DESIGN.

DRIVERS' COMPARTMENT ROOMY WITH SEAT CONVERTIBLE TO SLEEPING BERTHS, ACCOMMODATING TWO MEN.

WRITE FOR FULL DETAILS.

STANDARD MOTOR TRUCK CO.

ALBERT FISHER, *President*
DETROIT, MICH., U. S. A.

Construction, Removals, Purchases and Changes

Alabama

SELMA—Middle South Utilities Co., Little Rock, Ark., is concluding negotiations for purchase of the Selma Ice & Coal Co., Selma; the York Ice & Cold Storage Co., York, Ala.; the Demopolis Ice & Cold Storage Co., Demopolis, Ala., and the Eutaw Ice & Cold Storage Co., Eutaw, Ala., and will consolidate under one central management with S. R. Morgan at the head. Plans are under consideration for extension of cold storage warehouse facilities.

Arkansas

Fort Smith—United Public Service Co., Chicago, has acquired the plant and business of the Bourland Ice & Cold Storage Co., Fort Smith, and has plans for increasing the capacity.

California

Fresno—Terminal Warehouse Co. has acquired property, 80 by 150 feet, at Ventura Avenue and R Street and is planning to erect a \$55,000 terminal warehouse.

Oakland—Bekins Van & Storage Co. has plans in preparation for a \$40,000 one-story automobile service and garage building on San Pablo Avenue for the firm's motor equipment.

San Jose—Union Ice Co., San Francisco, has filed plans for a \$200,000 cold storage warehouse and ice plant, 204 by 455 feet, on Wilson Avenue, San Jose.

San Francisco—Western Pacific Railroad Co. has filed plans for a \$500,000 two-story addition to its warehouse at 15th and Vermont Streets.

South Pasadena—Oneonta Transfer & Storage Co. has completed a two-story addition of Spanish architecture.

Watsonville—Watsonville Ice & Cold Storage Co. has plans for expenditure of \$100,000 extending and improving its cold storage warehouse.

West Hollywood—Art's Transfer & Storage Co. has removed to a new warehouse, at 1152 North Fairfax Avenue.

West Hollywood—Kimball Transfer & Storage Co. has opened a branch office at 8109 Melrose Avenue.

District of Columbia

Washington—Terminal Refrigerating & Warehousing Corp. is planning construction of a \$45,000 one-story operating and garage building at 1147-1149 E Street.

Florida

Jacksonville—Commodore Point Terminal Co. is perfecting plans for a \$150,000 cold storage warehouse to include a pre-cooling department.

Illinois

Chicago—New York Central Railroad Co. has filed plans for a \$50,000 warehouse and freight station, 70 by 250 feet, at 900-924 South Clark Street.

Indiana

Anderson—W. A. Clark Transfer Co.,

recently organized, has awarded a building contract for construction of a \$160,000 three-story household goods warehouse at Sixth and Main Streets.

Indianapolis—Atlas Transfer Co. is the newly-incorporated name of the H. T. Biehl Transfer Co.

Indianapolis—Central Transfer & Storage Co. has established a garage and repair shop at 325 East Market Street and has removed its headquarters office to that address.

Massachusetts

Ayer—Nashoba Cold Storage Co. has completed plans for a \$55,000 two-story cold storage warehouse, 70 by 160 feet.

Michigan

Alma—Peck Bros. Storage Co. has taken over under lease a sprinklered building, containing 2100 square feet of floor space, which will be used for household goods storage.

Detroit—Central States Freight Corp. has filed notice of increase in capital to \$300,000 from \$50,000, for expansion.

Mississippi

Meridian—Gulf, Mobile & Northern Railroad Co. will build a \$27,000 two-story and basement warehouse and freight station, 85 by 106 feet.

Missouri

Kansas City—United States Cold Storage Co. is completing plans for a \$750,000 six-story cold storage warehouse and refrigerating plant.

St. Louis—Hrdlika Brothers Coal & Moving Co. has begun construction of a \$20,000 one-story warehouse, 40 by 100 feet.

St. Louis—Terminal Railway Association has tentative plans for a \$400,000 four-story and basement warehouse and express terminal, 200 by 700 feet, near 20th Street and Clark Avenue.

New Jersey

Newark—New Jersey Forwarding Co. has acquired property, 175 by 209 feet, and plans construction of a \$100,000 storage warehouse.

New York

Buffalo—Cleveland-Buffalo Transit Co., Cleveland, is completing plans for a dock and terminal warehouse to cost approximately \$500,000.

New York City—Lee Brothers, Inc., has awarded a general contract for its proposed \$500,000 14-story warehouse at Riverside Drive and 134th Street.

New York City—Port of New York Authority is considering tentative plans for a \$6,000,000 inland freight terminal and storage warehouse to comprise a group of multi-story units on the waterfront.

North Carolina

High Point—Carolina Bonded Warehouse Co. has tentative plans for an \$85,000 four-story warehouse, 60 by 165 feet.

Lumberton—Lumberton Warehouse

(Concluded on page 70)

New Incorporations Within the Industry

California

MODESTO—Grange Warehouse & Storage Co. Authorized capital stock, \$240,000. Directors, Henry G. Turner, Alvin H. Turner, Arlo Turner, Everett W. Turner and L. L. Dennett.

Connecticut

New Haven—Lassen Terminal Corp. Terminal warehouse. Capital, \$100,000. Incorporators, G. E. Bissell and G. V. Lassen.

Illinois

Chicago—Victor Fireproof Warehouses, Inc. Capital, 100 shares of stock, no par value. Incorporators, Louis D. David and Samuel J. Winograd.

Indiana

Evansville—Belmont Moving & Storage, Inc. Hauling, moving or transporting household furniture. Capital stock, \$25,000. Incorporators, F. H. Korff, Henry Korff, Sr., and Julia B. Korff.

Fort Wayne—Fort Wayne Storage Co. (established in 1892. Capital stock, 1000 shares of no par value stock. Incorporators, Montford W. Fay, owner; Blanche B. Bilderbach, secretary, and Howell C. Rockhill.

Indianapolis—Allied Van Lines, Inc. This is the inter-city removals agency of the National Furniture Warehousemen's Association. Indiana agent as set down in the incorporation papers is H. C. Schroeder, president of the Hogan Transfer & Storage Co., Indianapolis. Capital stock represented in Indiana, \$500.

Indianapolis—Indianapolis Motor Freight Depot, Inc. To operate and maintain a motor freight depot at 243 W. Merrill Street. Capital stock, 1000 shares of no par value. Incorporators, Jacob M. Bowser, president; Charles W. Legg, vice-president, and W. Everett Bowser, secretary-treasurer.

Indianapolis—National Forwarding & Delivery Co. To receive, assemble, handle, transport, store and deliver shipments of freight and express. Capital stock, \$5,000 common, 100 shares of no par value common and \$5,000 preferred. Incorporators, William Lemoreaux, Louis A. Downey and Delia D. Downey.

Jeffersonville—B. & B. Transit Co. To own and operate motor vehicle transport as a common carrier. Incorporators, Frank Buchanan, Willard G. Buchanan and Frances E. Buchanan.

Logansport—Reeder Rapid Transit Corp. Motor truck transport. Capital stock, 500 shares of no par value common. Incorporators, Floyd C. Reeder, John Reeder, Lydia Reeder and James J. Reeder.

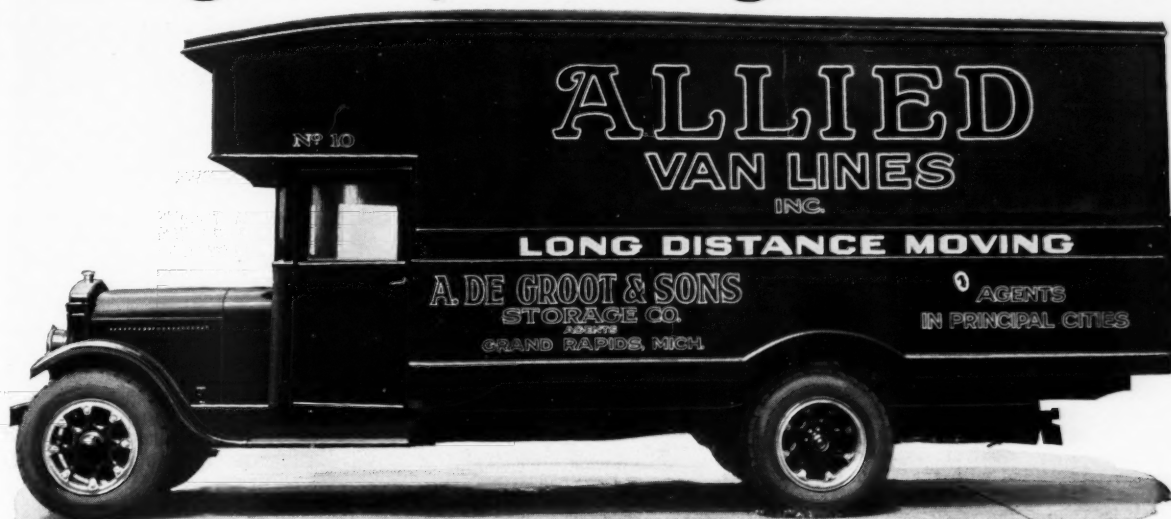
Kentucky

Harlan—Harlan Transfer Co. Capital, \$5,000. Incorporators, G. S. Black, E. S. Short and J. J. Smith.

Louisville—Central Truck Depot Co. To construct and operate a warehouse

(Concluded on page 70)

Long Life for Long Distances



SPEED WAGONS have always been popular with those whose loads must go far.

Advanced engineering now makes Speed Wagons even better fitted for economical long distance hauling—and adds still more years to Speed Wagon long life.

Magazine chassis lubrication—automatic in action—cuts down costly wear during journeys, and lifts from the driver's shoulders much of the responsibility for proper oiling. Speed in Speed Wagons means quicker get-away—surer, safer stopping—speedier repairing when necessary—faster chassis oiling—easier parking—and generally greater daily mileage output.

Try out a Speed Wagon—start it, step on it, stop it, park it. A demonstration is yours for the asking.

REO MOTOR CAR COMPANY, Lansing, Michigan

Chassis prices at Lansing—and other models for your business

JUNIOR —Capacity $\frac{1}{2}$ ton Chassis \$895	STANDARD —Capacity $\frac{1}{2}$ tons 133-in. wheelbase, Chassis \$1245 148-in. wheelbase, Chassis \$1345	HEAVY DUTY Capacity 3 tons 159-in. wheelbase, Chassis \$1985 130-in. wheelbase, (Dump) \$1935
TONNER —Capacity 1 ton 123-in. wheelbase, Chassis \$995 138-in. wheelbase, Chassis \$1075	GENERAL UTILITY Capacity $\frac{1}{2}$ tons 143-in. wheelbase, Chassis \$1345	MASTER —Capacity 2 tons 148-in. wheelbase, Chassis \$1545 164-in. wheelbase, Chassis \$1645
SENIOR —Capacity 3 tons 175-in. wheelbase, Chassis \$2090		


NEW wheelbases—thirteen of them, ranging from 115 to 175 inches—capacities from $\frac{1}{2}$ to 3 tons—a standard model to fit your special job!

NEW 4-wheel brakes—hydraulic, not mechanical—two-shoe internal expanding, not external contracting. Always in adjustment, protected against dirt and moisture, working equally well in reverse as in going forward.

NEW chassis lubrication—magazine system, using cylinder oil and automatic in action. Operates longer on one oiling than any other method.

NEW low prices—price reductions ranging up to \$260 put Speed Wagon values, like Speed Wagon engineering, even further in advance of anything else on the market today.

SPEED WAGON

Powered with  6-Cylinder Motors

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

New Incorporations Within the Industry

(Concluded from page 68)

and distributing plant. Capital not stated. H. C. Kelting is president.

Louisiana

New Orleans—Buras Ice Co. Cold storage warehouses and ice-manufacturing. Capital, \$25,000. Principal incorporator, William J. Tierney.

Michigan

Detroit—Checker Moving & Storage Co. Storage warehouse and van service. Capital, \$50,000. Incorporators, Harry Mooney, George Erickson and James F. Duncan.

Detroit—Lockhart Transportation & Towing Co. Warehouse terminal, motor trucking and water transportation. Capital, \$50,000. Incorporators, D. O. Granger and Mae Lockhart.

Fordson—Great Central Transportation Corp. (identified with the Michigan Terminal Warehouse Co., Detroit). Capital, \$50,000. Incorporators, L. R. Burger, M. E. Turner and James B. Godfrey.

Holland—Citizens Transfer & Storage Co. (established in 1909). Transfer and storage warehouse. Capital, \$50,000. Incorporators, A. W. Walker and A. A. Boone.

New Jersey

Atlantic City—Circle Transfer Co., Inc. Capitalization, \$100,000. Incorporators, Anthoy Salerno, Atlantic City; Geatano Salerno, Brooklyn, N. Y., and Donald Flock, Philadelphia, Pa.

New York

Albion—Buckley Storage Co. Storage warehouse. Capital, 200 shares of stock, no par value.

Brooklyn—Eastern Parkway Storage Co. Storage warehouse. Capital, \$50,000.

Brooklyn—E. K. & R. K. Kaplan Corp. Storage warehousing. Capital, \$10,000. Incorporator, J. A. Weiss.

Brooklyn—Rita Leasing Corp. Storage warehousing. Capital, \$20,000.

Brooklyn—Superior Fireproof Storage & Warehouse, Inc. Storage warehousing. Capital, 100 shares of stock, no par value.

Flushing—College Point Storage Co. Storage warehouse. Capital, \$10,000. Principal incorporator, L. J. McGrath.

Lowville—Lowville Cold Storage Corp. Cold storage warehouse. Capital, 100 shares of stock, no par value.

New York City—John Stahl & Sons, Inc. Transfer and trucking. Capital, \$5,000. Principal incorporator, W. W. Perifield. John Stahl is president of John Stahl & Sons, Inc., engaged in household goods warehousing since 1917.

New York City—Merchants' Operating Corp. Storage warehouses. Capital, \$20,000.

New York City—Millbrook Warehouse Corp. Storage warehouse. Capital, 500 shares of stock, no par value.

New York City—P. Santini Storage & Warehouse, Inc. Storage warehouse.

To take over and operate property now conducted under name of P. Santini, who heads the new firm. Capital, \$10,000.

New York City—Turner Dock Transfer Corp. Transfer and express. Capital, 200 shares of stock, no par value.

Patchogue—Community Storage Warehouse Corp. Storage warehouse. Capital, 25,000 shares of stock, no par value.

Ohio

Cleveland—Penn-Ohio Motor Freight Co. Transfer and haulage business. Capital, \$25,000. Incorporators, L. L. Sobel, Czivya T. Eider and Albert A. Gilman.

Cleveland—Warner Storage, Inc. Capitalization, \$5,000. Incorporators, J. J. Fuerst, Milton S. Grossman and William J. McDermott.

Cleveland—West 10th Street Warehouse Co. To operate a general warehouse business. Capital, 50 shares of no par value stock. Incorporators, Walter L. Spring, Arthur A. Sayre, F. W. Dorn and A. S. Watt.

Middletown—Stewart Transfer Co. Capitalization, \$1,000,000. Incorporators, Irvin Shartle, Paul Judd and William Stewart.

Springfield—Springfield & Xenia Transportation Co. Capital, 200 shares of no par value. Incorporators, Warren Bicknell, Charles E. Serviss and G. D. Pyne.

Tennessee

Memphis—Wolf River Terminal & Warehouse Co. Capitalization, \$25,000. Incorporators, Walter Chandler, J. H. Shepherd, W. L. Owen, C. H. Williams and J. W. Wrape.

Texas

Fort Worth—Pacific Ice Co. Cold storage warehouse and ice plant. Capital, \$30,000. Principal incorporator, R. K. Hanger.

Wisconsin

Milwaukee—Goodrich Terminal Co. To construct and operate a storage warehouse and terminal for the Goodrich Transit Co., of which it is a subsidiary. Capital not stated. Incorporators, Frank L. McNamara, Herman F. Friedrich and Harold W. Connell.

Building Developments in Cities in Canada

British Columbia, Edmonton—Mac-Cosham Storage & Distributing Co., Ltd., has constructed a \$52,000 garage accommodating 25 motor trucks and 40 horses.

Nova Scotia, Halifax—Cowie & Drury Co., Ltd., Montreal, has approved plans for a \$1,400,000 seven-story cold storage warehouse, with power house and ice-manufacturing plant.

Quebec, Three Rivers—Dominion Cal Co., Ltd., has filed plans for construction of a \$350,000 multi-story cold storage warehouse on Notre Dame Street.

When you ship goods to a fellow warehouseman—use the 1928 Warehouse Directory.

Construction, Removals, Purchases and Changes

(Concluded from page 68)

Co. has approved plans for a \$24,000 one-story warehouse, 210 by 216 feet.

North Dakota

Fargo—Farr Transfer Co. plans rebuilding the part of its warehouse recently damaged by fire.

Ohio

Cincinnati—Cincinnati Railway Terminal Development Co. has authorized plans for a \$750,000 freight terminal, with storage facilities, and passenger station.

Cleveland—Cleveland Union Terminal Co. is planning a \$900,000 three-story freight and passenger terminal, 486 by 950 feet.

Cleveland—Erie Railroad Co. has awarded a general contract for construction of a \$200,000 warehouse and freight station.

Newark—Pennsylvania Railroad Co. has completed plans for a \$25,000 one-story warehouse and freight station.

Oklahoma

Oklahoma City—Central Oklahoma Service Co., recently organized as a subsidiary of the Southwest Utility Ice Co., Tulsa, has acquired the Capital Ice & Storage Co., the Zero Ice & Cold Storage Co., the Big Four Ice Delivery Co. and the Walbert Ice Co., and will consolidate. The new company has expansion plans which include increase of cold storage warehouse facilities.

Pennsylvania

Philadelphia—Pennsylvania Railroad Co. has authorized immediate construction of a \$375,000 one-story and basement warehouse, 90 by 460 feet, at Tioga and D Streets.

Philadelphia—Powelton Co., Inc., has purchased a seven-story warehouse building at 3935-3943 Germantown Avenue. The property is assessed at \$150,000.

Pittsburgh—Pennsylvania Railroad Co. has acquired property at Etna and 13th Streets for a consideration in excess of \$1,000,000 and is reported planning to use the site for a freight and produce terminal, including cold storage and other units.

Tennessee

Chattanooga—Chattanooga Warehouse & Cold Storage Co. has arranged for increase in capital stock to \$100,000 from \$50,000, for expansion.

Texas

Galveston—Galveston Ice & Cold Storage Co. plans construction of a \$35,000 cold storage warehouse on 39th Street.

Wisconsin

Green Bay—Leicht Transfer & Storage Co. is building a \$35,000 three-story and basement warehouse, 68 by 100 feet.